INFORMANT

JANUARY, 1937 BROOKLYN, N. Y.

"Jehovah of Hosts" Next Testimony Period

"Protection" to Be Used World-wide

New Self-covered Booklet by Brother Rutherford Now Ready

February 6-14 Should Be Joyful Occasion

Jehovah constantly blesses his people with truths as he brings them forth from the temple. Again he has provided the remnant with a very important message to be placed in the hands of the people. This message is contained in a new booklet, on the cover of which appear these words: "PROTECTION from those who seek to hurt or destroy me. HOW CAN I FIND IT?" This is illustrated in two colors and will arouse much interest. This booklet shows that the conclusion generally held amongst the people, that religion and Christianity are one and the same, is very erroneous. It will be a mighty weapon in the hands of the Lord's organization on earth to clear away the refuge of lies set up by religious organizations. Each one of you will profit greatly by carefully studying the booklet and then distributing it widely.

A short, to-the-point testimony card has been prepared, which will assist in its distribution. February 6-14 is a special testimony period that is known as "JEHOVAH OF HOSTS". It is during this period that an extraordinary effort will be made to distribute this booklet world-wide. Shipments are now being made to the distant English-speaking lands, so they will be on hand for that period. Each company, pioneer, auxiliary, in fact, all publishers, should now have in mind this period and make preparation for the same. Select territory that can be worked in the inclement weather. If there are apartments in your territory, they should be set aside for this period, as we expect it will be a cold month in the Northern Hemisphere. Using three booklets, *Protection* and two colored-cover booklets, will make it a little easier for the brethren to do the witness work, along with the phonograph, which is a real assistance in bringing the message to the people and making it clear to them. Any colored-cover booklets may be used, but we suggest that one of them be *Choosing* if your territory has not been thoroughly covered with it. All company servants, pioneers and auxiliaries should order their supply now. This period should be a joyful occasion to the remnant and to the Jonadabs. They know that they have the protection of the Lord, and it is a real joy for us to show those of good will how they too may obtain PROTECTION. It is our privilege and responsibility to make preparation now for "JEHOVAH OF HOSTS" testimony period, February 6-14.

Is Your Personal Phonograph Work Progressing?

Do You Have One?

Are You Keeping It Busy? Over 5,000 Furnished by the Society

Repeatedly the phonograph service has been brought to the attention of the brethren. Much work is being done with this equipment, but because it appears that its importance may not be fully realized by many, it should receive further attention, and more careful consideration and application by all. Those who have gone ahead with the phonograph work and become more proficient in its use can be of great aid to their fellow witnesses.

The purpose is to make the Kingdom message clear to the people, to aid them to understand it, to give a better witness, to aid the people with everything at our command to be educated in the Word of Jehovah. That is our job.

We should use the phonograph at every opportunity, presenting the literature in conjunction therewith, to help the people understand what the Bible teaches, to aid the people of good will in taking their stand on the Lord's side, to make available to them the provision which Jehovah has spread on his table, or altar. We must not say that all or any of this provision of Jehovah is to be despised, or that 'the altar of the Lord is contemptible'.

Since the Society began to manufacture portable phonographs, in 1934, over 5,000 of these have been made and supplied to the publishers. The orders are heavy now, and all companies or isolated individuals desiring these machines should order as soon as they can, so as to have their orders filled in turn as soon as possible.

The publishers are finding it greatly to their advantage to have their own personal phonograph for the service, so that they will always have one with them, and not have to miss opportunities for using it because of having to share it with someone else.

And then, having procured the equipment, how about using it effectively? The *Informant* has carried a great many good, practical suggestions, recommendations and methods of procedure for the use of these machines, and all this information should be carefully considered, and action taken in accordance therewith by all the publishers. Your service meeting is the place for these studies and arrangements to be made.

That the use of the phonograph, especially in the door-to-door work, is at first strange and awkward is to be expected. It is application that brings naturalness. You will probably use the machine in the homes several times during a day's work, and this will rest you, give you a chance to get warm, and, in fact, if you use the machine as opportunity affords, you will not get as tired in the service as going from door to door steadily without using a machine.

The phonograph may be presented following the presentation of the literature, or, if seen advisable by the publisher, may be presented first, then the literature be offered in the home. That there are obstacles to be overcome in both methods is evident, and you will learn of these best by actually encountering them and finding how they can be overcome. We want those brethren who are using the phonographs to write us, giving all information that might be of aid to other brethren. Advise us of the problems you have solved, and how, and especially effective methods of presenting the phonograph and getting it into use. It appears that homes of the middle class and "better" class are hardly as easily accessible as are those of the poorer people, and many of you will have helpful suggestions along this line that we should like to hear about.

Important

You will have received the special letter covering the campaign with *Uncovered*, which is to be presented to the signers of the petition. You will receive further advice regarding the details of this campaign.

In the meantime get all your names in territory order, so that they can be turned over to the publishers with the assignment of territory. Names from outside your company territory should be forwarded to the company in whose territory the names belong. If you have the name and address of the company servant or any others in that company, please send these names to them for use in their territory. Names that you are unable to dispose of yourself may be forwarded to the Society, and we will see that they are sent to the proper party.

1937 Year Book

Have You Told the Newly Interested About It?

Of course, every one of Jehovah's witnesses and their companions, the Jonadabs, will want to get a copy of the 1937 *Year Book* and read the annual report by the president of the Society. It is a source of great joy to such to read how the Kingdom work has progressed in various countries amidst much persecution and opposition. Each one of them will desire to consider the year text and the brief discussion by the president; additionally they will derive much encouragement and enlightenment from the daily texts and comments.

However, in addition to those who have actively taken their stand on Jehovah's side, there are undoubtedly many other people of good will who have just recently come in contact with the truth and would like to read the *Year Book*. Such people naturally have many questions in their minds in regard to the work of Jehovah's witnesses. They want to know who we are, if we are not just another religious sect, why we won't salute the flag, and concerning many other questions. The 1937 *Year Book* answers these questions in a pointed way, and the report of the work done in each country will prove to them that it is the power of Jehovah directing this work. Be sure to tell these people about the *Year Book*, and offer to order it for them.

Those associated with a company should place their order through the company servant; others may send their orders direct to the Society. The *Year Book* will be mailed to anyone on a contribution of 50c a copy.

1937 Calendar

The text chosen for 1937 is from Obadiah 1: "Arise ye, and let us rise up against her in battle." The picture on the Calendar for 1937 vividly portrays the opposing armies in this battle, and you will study it with much interest. It will constantly remind you of the issue, "Who is Supreme?" and stimulate a desire to have a greater part in the battle on Jehovah's side during the coming year. The Calendar also contains a timely letter to Jehovah's witnesses and companions from the president of the Society. This letter sets out the testimony periods for the year, and all the brethren should plan their activities during the year so as to put in a greater effort during these periods.

The Calendar may be had, five copies on a contribution of $1.00, sent to one address, or, singly, on a 25c contribution. Those associated with a company should place their orders through the company servant.

Booklet Campaign Under Way

Join in It Zealously

How Many Booklets Have You Placed Already?

Seven on a 25c Contribution

Immediately following "His Victory" testimony period, which ended December 13, the publishers throughout the country, as outlined in the December issue of the *Informant*, have gone into the field with booklets. Of course, they always carry booklets, but for the entire period of December 14 to February 5 booklets are to be pushed. *Riches* you will continue to place on every opportunity, pioneers will continue their work with larger combinations of literature, if they prefer, but the main thing to be given attention by all publishers in general is booklets. Stockkeepers, get the booklets into the hands of the publishers. Publishers, get the booklets into the hands of the people.

You have on hand the testimony card for the special booklet combinations, these having been enclosed with the December *Informant*. How many booklets are to be offered? SEVEN! Seven, on a contribution of twenty-five cents. This combination is made up of five colored-cover booklets and two self-covered. *Choosing* should be included in all combinations where the people do not already have it. The self-covered booklets are *Protection, Loyalty, Government, Who Shall Rule the World?* and *Truth*. Check your stock of booklets, order all you need, and clear your shelves of any surplus you may have of certain ones.

Seven booklets for seven weeks. Carry booklets, present booklets, talk booklets, place booklets, and have a full share in bringing our placements of literature to the fore. You will recall, from the previous announcement of this booklet campaign, that if each publisher in the country placed only 210 booklets the entire stock of all companies would be put in the hands of the people. How far along are you with your 210? It will be profitable for you to carefully consider the details of this booklet campaign in your service meetings, and complete all arrangements for effective winter work. As announced elsewhere, *Protection* may be used as one of the seven booklets in this campaign as soon as you order and receive your supply.

Since you may place fourteen booklets on a contribution of fifty cents, carry a good assortment, and, of course, drop to a combination of three on a ten-cent contribution if more cannot be taken, or even one booklet where several cannot be had. Jehovah has made this provision of booklets for the use of his witnesses. Let us make the most of it to the advancement of the Kingdom message and the honor of his name.

Mailed with This *Informant*

The Society has printed and is furnishing, as usual, the special testimony card for the *Protection* booklet. A sufficient number for all the publishers in your company are sent with this issue of the *Informant*. The company servant should see that one of these gets into the hands of each publisher. Don't wait until they ask for them. Distribute them. Have them fill in their names on the back of the card, which is their identification card also.

Pioneer Work

A letter is being sent with this *Informant*, addressed to Jehovah's people. This should be read at your largest meeting, that the brethren may have before them the importance of the pioneer work. Consideration and study of the same should be made in your service meetings throughout the month.

Do Not Include *The Golden Age* in Your Report of Literature Placed

Copies of *The Golden Age* or *The Watchtower* placed with the people are NOT to be reported as booklets placed, nor otherwise reported. An exception was the copies of *The Golden Age* used during the Newark convention, or some other such exception concerning which the publishers involved were notified, but this is all past now, and in no instance is the number of copies of *The Golden Age* placed to be reported, either as booklets or otherwise.

Outline for Service Meeting

Two copies of 'How to Conduct a Service Meeting', also, are sent with this *Informant*, and careful consideration should be given to this outline.

Suggested Outline for the Conduct of Service Meetings

A Company Responsibility

Enclosed with this *Informant* the company servant will receive a suggested outline for conducting service meetings. The Society's correspondence and the regional servants' reports indicate that the weak point in almost all the companies is the service meeting. If properly conducted, the service meeting can become one of the most interesting and profitable meetings the company holds.

The object of the suggested outline is to aid the company servant and service committee in planning the work and in making these meetings interesting and profitable. The outline should be carefully followed out, and plans made beforehand to take care of the various features of the work. The Society will put forth every effort to see that you have the *Informant* at the beginning of each month, so that the month's work may be planned and executed in an orderly manner. The company servant should discuss the different points for each meeting, as contained in this outline, with the service committee and with the company. The points to be taken up at the following week's service meeting should be announced at the close of the previous service meeting, and copies given to all study chairmen to briefly discuss at their studies, so that all the brethren will have an opportunity to think upon them and make suggestions and generally have part in the work. The Kingdom service is not the responsibility of the company servant alone, nor of the company servant and service committee; it is the responsibility of the entire group, and everyone should be vitally concerned.

We should be glad to hear from you regarding the use of such an outline—whether you think it is advantageous or otherwise.

Still Behind for the Two Months

November Gains in Hours

Is Your Individual Quota Better or Worse than Last Year?

November Figures

	TOTAL 1936	TOTAL 1935
Books	120,335	60,435
Booklets	879,489	1,174,837
Total literature	999,824	1,235,272
Publishers	22,139	19,198
Hours	419,527	364,375
Obtainers	590,333	617,997
Sound attend'ce	827,507	741,238

The report for November was very gratifying. This month finds an increase in number of publishers over the same month of 1935, as well as a good increase in the number of hours in the field. There were nearly 3,000 more publishers. Another good point in the report is the splendid increase in the distribution of bound books: sixty thousand more of these being distributed during this November than in that of the previous year. Last month's *Informant* pointed out that there was a terrible drop in October's work. The question asked at that time was, What will November be? The answer is set out above; and it is better, in fact, very much better than a year ago. However, there is always room for improvement; and, now that the first two months of the year have gone by, let us compare October and November of this year with the same two months of last year.

Company publishers have averaged 11.4 hours a month during October and November, 1936, whereas last year the company publishers averaged 12 hours a month. That's a decrease. That's the reason why they were 52,872 field hours behind that of last year. Other publishers, auxiliaries and pioneers, have also helped to bring about a decrease in hours. The auxiliaries during the first two months of this year have reached 43.7 hours, and last year, same period, their average was 49.5 hours, almost making their quota of 50 hours, whereas this year they are considerably below. Now for the pioneers; did they help the decrease? Let's see. Last year their average in hours was 112.5. That's 2½ hours better than the quota set by the Society for pioneers. This year pioneers averaged during October and November 85.7 hours in the field per month. No wonder we are having a decrease in hours! Each one of us, whether company publisher, auxiliary or pioneer, should consider carefully now how we are going to make up that time which was lost. With back calls, the use of the sound equipment being included with our door-to-door witnessing as "field hours", there really should be an increase, not a decrease. The November report is encouraging and is a splendid move in the right direction, with more publishers and more hours than for the same month last year. Again, the question is asked, What will December be? Right now, comparing the work of the first two months of this year with that of last year, we find an increase in number of books of 104,813; decrease in number of booklets, 1,516,929; increase in publishers, 963; decrease in hours, 52,872; decrease in obtainers, 583,925; decrease in sound attendance, 452,807. Shall we turn them all into an increase within a few months? We shall if we put in the time.

Special Notice

Following is an excerpt from a regional servant's report received in this office:

"I notice many of the witnesses are not very clean and neat in appearance. While this is a hard matter in many cases because they are very poor and find it hard to make a living, yet many of them are careless. Some have never been used to anything else and do not think it important. In small companies and small towns where everyone is known and only dirty and poorly dressed witnesses call upon the people, it makes a very poor impression, and often those of this class say sharp and unkind things, bringing additional reproach on the work. While not everyone can be well dressed and use fine words, yet many could do better along this line."

This matter has been called to the attention of the brethren repeatedly in *The Watchtower* and in the *Informant*. Those who bear the vessels of the Lord and the fruits of the Kingdom should be clean outside as well as inside. They not only should separate themselves entirely from the Devil's organization, but should also be clean, neat and presentable.

Place Order by January 11

One copy of the Order Blank is sent out with each batch of the *Informant*. Each company servant and stockkeeper should check to see what literature they need, books and booklets of all kinds, and add this to their order for *Protection* booklets. Order plenty, as you will need them. You may use *Protection* in the 7-booklet campaign as soon as you receive your supply. We hope you can arrange for 100-pound shipments, as this effects a saving in freight.

Change of Address

All pioneers and auxiliaries are requested to take special notice of the following suggestions, which should be fully carried out, in order that prompt and accurate service can be given and result in a saving of time, work, and expense to all involved.

1. Always use the regular "Change of Address" slips when notifying this office of your new address. These slips are for the use of pioneers and auxiliaries; no one else is to use them.

2. Be prompt in sending in notice of your change of address. Notify us *at least one week in advance of* change if located in the eastern states; if in the western states, two weeks advance notice should be given.

3. Carefully fill out and check each slip to see that all the information asked for is given. Particular care should be taken to see that the name of the town or city TO which you are moving is spelled correctly and written PLAINLY; some brethren are unusually careless in filling out this important item.

Yiddish Booklets and Testimony Card

We can now supply the brethren with four different Yiddish booklets, one of them being self-covered, *Who Shall Rule the World?* In territories where there are a good number of Jews, it is well to work with three Yiddish booklets, on a contribution of 10c. A Yiddish testimony card can be supplied. Please order what you need. The colored-cover Yiddish booklets now in stock are *Angels, Righteous Ruler*, and *The Kingdom, the Hope of the World*.

INFORMANT

FEBRUARY, 1937 BROOKLYN, N. Y.

Campaign with "Uncovered" Begins Feb. 15

Three Million on First Run

Petitioners to Be Served

Are You Ready for the Campaign?

Jehovah's people throughout the land worked hard during last August and September in obtaining signers to the national Petition calling for a debate by radio between the Catholic Hierarchy and Judge Rutherford. Did the Hierarchy and their allies come across with the proper action in accordance with the expressed wish of millions of American people and co-operate in arranging the debate? Of course they did not. The Hierarchy has refused. Yet the 2,630,000 Petition signers have not signed in vain. The Hierarchy might succeed in ignoring the work of some man or men, but not the work of Jehovah of Hosts. God grants the petition of honest-hearted persons, and gives his people more work to do.

Brother Rutherford has prepared the Scriptural side of the issue, and this is in the new booklet entitled "Uncovered". The distribution of this booklet is important. The printing presses are running night and day for the initial printing of three million. It will in due time be distributed throughout the English-speaking world, and, additionally, in other languages in the countries largely Catholic, and this is just about all languages except the dialects of India.

What is the reason for the preparation and distribution of this publication? The purpose is to get a copy into the hands of everyone who signed the Petition, thereby showing that the Catholic Hierarchy refuses to discuss the question, and that we have submitted the truth. The truth is Jehovah's, and not man's. Never before has there been such an opportunity for an aggressive campaign on our part. We must make the most of the occasion which the Lord has arranged, and have a large share in getting this booklet, *Uncovered*, into the hands of the people.

This is the latest instrument that Jehovah has placed in our hands for our warfare against entrenched lies. Just as its name indicates, it uncovers falsehood, holds forth the truth to the people, unmasks the enemies of God and man; and *Uncovered* is the weapon wherewith Jehovah's witnesses and associates must push the battle at the present time.

Get Set for February 15

The campaign with *Uncovered* begins February 15, immediately following the testimony period. The publishers were advised regarding keeping copies of the names and addresses of the Petition signers in all company territory, and those who carried out organization instructions at that time are in position to proceed with the *Uncovered* campaign now. If your company did not do this, you would better find out from your service committee why not. You have the letter of December 21, 1936, setting out the campaign in general. It can hardly be attempted to answer the letters received relative to the details of the work with *Uncovered*, but, rather, these will be dealt with in this *Informant* for the information of all.

Place It with Other Literature

In covering the territory with the *Uncovered* booklet the publishers will have a splendid opportunity to place literature in addition to the booklet itself, and, of course, should place combinations of booklets, *Riches*, and other literature. Include *Uncovered* with all placements, so that its important message will reach as many people as possible.

Are Your Names Assorted?

The work of assorting the names of Petition signers in order of territories should be about completed now, in accordance with the preceding *Informant*, which stated: "Get all your names in territory order, so that they can be turned over to the publishers with the assignment of territory. Names from outside your company territory should be forwarded to the company in whose territory the names belong. If you have the name and address of the company servant or any others in that company, please send these names to them for use in their territory. Names that you are unable to dispose of yourself may be forwarded to the Society, and we will see that they are sent to the proper party."

Territory for "Uncovered"

Some territories will have more names in them than others. These should be covered first, beginning February 15, and by diligent effort the territory reached with the Petition should be served with *Uncovered* in about the same length of time as the Petition work took. Since all the company territory is to be reached with *Uncovered*, leave any part of the company assignment that may not have been reached with the Petition until the last. By planning, most of the companies can even reach their rural territory wherein Petition signers are located.

The publishers should receive the territory assignments with the names and addresses therein. Work the territory thoroughly; and when you come to those places where you have the names of signers, see that they get the *Uncovered* booklet in harmony with the Society's letter of December 21. Witness to all of the territory.

Some signers will have moved in the meantime, and it is quite probable that you can obtain their new address and they can be called on by the publishers in that territory, or sent to the other company servant if in another company territory now.

It took us only eight weeks to obtain 2,630,000 signers, along with other work. We should be able to reach all of these homes in eleven weeks. Thus we shall complete the distribution of the first three million *Uncovered*, and then some, we hope. Now is the time for us to SERVE THE PETITIONERS! Are you ready for the campaign?

"Protection" for Next Testimony Period

Every Publisher in Service February 6-14

Are You Prepared for Action?

"JEHOVAH OF HOSTS" is the name of the next testimony period, February 6-14 inclusive. All of the anointed and their Jonadab brethren will be anxious to move into action taking to the people the late booklet *Protection*. A testimony card has been prepared by Brother Rutherford for this booklet. All the publishers should have one by now. Each should soon have his supply of booklets. Everyone should have his individual territory, or be prepared to go out in a witnessing group. The company servant should see to it that the territory covered during this period is not that in which you will start with the *Uncovered* campaign beginning February 15.

Each one should have his phonograph, records, radio folders, and a witnessing case with *Riches*, *Preparation*, or other books, along with an assortment of booklets. Have plenty of *Protection*, and offer this with two colored-cover booklets, on a contribution of 10c. Two and a half million of the *Protection* booklets are already off the press, ready to be shipped. A half million are on the way to England for use there, and 300,000 are being reshipped from the Canadian branch. Hundreds of thousands are on the way to Australia, Cape Town, and other points. The Lord's servants everywhere will go forward in "JEHOVAH OF HOSTS" testimony period with *Protection*.

Consignments of "Uncovered"

Being Shipped with Orders for "Protection"

As stated in the letter announcing *Uncovered*, these booklets will be sent on consignment to the publishers. Of course, since it is those publishers in company territory that are particularly involved in the distribution of the booklets to Petition signers, the consignments to these brethren are being handled somewhat differently than for the pioneers.

Company Consignments

All orders for *Protection* and other literature on the special order blank sent out with the last *Informant* were to be in this office by January 11, and the brethren who complied with these instructions should have their stock of booklets for the testimony period in plenty of time, and their consignment of *Uncovered* along with the rest, as the consignments are being added to these orders. On the invoice covering these orders will appear the number of *Uncovered* sent, with the notation "No charge". These are for Petition signers and are not being charged to the company accounts. If you send in an order between January 11 and February 1 the consignment will be added to it; otherwise, after the 1st of February your consignment will be made alone. Some of those shipped for Petition signers may be used in the regular work and replaced later from your reorders.

Pioneer and Auxiliary

Practically all the auxiliaries are witnessing in company territory; so no consignments are being made to auxiliaries, but they may use from the company consignments such *Uncovered* booklets as required for Petition signers. Regular requirements may be ordered and they will be sent and charged at the regular auxiliary rate for self-covered booklets.

Many pioneers are in company territory, and they are to use from the company stock not charged to the company, the same as the auxiliaries. However, as many of the pioneers are not in company territory, and as all will wish to have *Uncovered* for field work as soon as possible, we are adding to all pioneer orders filled after *Uncovered* is available for shipment the small quantity of 100 booklets, and charging them at the regular pioneer rate for self-covered booklets. This applies both to pioneers in isolated territory, who, as a rule, will not have Petition names, and to those in company territory sending in orders, and the latter can use these booklets for which they are charged pioneer rates in placing *Uncovered* on contribution, and draw on the company stock for those placed without contribution.

Leave "Uncovered" with Every Signer

Report Contributions by April 30

Much Work to Be Done

Every signer of the Petition who can be reached is to be left a copy of *Uncovered*, and if they wish to make a contribution to aid in the publication of more booklets they may do so. If not, or if they cannot, leave them the booklet anyway; and this applies to others who are financially unable to contribute, but who wish the booklet.

You will, of course, include all placements of *Uncovered* in your regular monthly report, along with other booklets. The territory covered with the Petition last fall should be finished with the booklet by April 30, and at that time you will report, in a special letter from the company servant, the number of *Uncovered* placed with the people in the company territory by all publishers and for which a contribution was received, and the number placed without any contribution. You may accompany that letter with the contributions received for the booklets.

In making this report, the company servant will include the booklets the pioneers and auxiliaries in the company territory used from the company stock and placed without contribution; also any that pioneers use from the company stock and for which they receive a contribution. To aid the pioneers in making their expenses, however, they may retain the contributions received for the latter, except the regular pioneer rate on self-covered booklets, which amount they may turn over to the company servant for him to include in his report of contributions.

Personal Effort and Time

Carrying *Uncovered* to the Petition signers and others is a work to be done by the Lord's people personally, and not by mail. The people are to be called upon throughout the territory. Jehovah gives us more work to do to prove our love for him, and in this we rejoice.

It is not necessary that the same individual publishers call on the same people as when the Petition was circulated. Every one, those of the anointed and those of the Jonadab class, can jump right into this work with *Uncovered*, and, placing this at every opportunity, and other literature as well when this can be done, make this the biggest winter in the field yet experienced. Not only take advantage of opportunities that come along, but make opportunities, by devoting extra time to the work. Any time is a good time to make these deliveries, covering the territory with *Uncovered*. Weekdays, week ends, evenings, these can be utilized.

Publishers and time. Each one can help raise these figures, and our efforts diligently applied will accomplish the purpose of the *Uncovered* campaign. This is a splendid opportunity for any of the brethren who have not gone out in the service heretofore to get started. It is so easy to call on the people when we have their names in advance; similar to calling on an appointment with them.

Are You Organized for Service?

If Not, Why Not?

Study Carefully with August (1936) *Informant*

From the correspondence and regional reports coming to the office it is still apparent that many of the brethren did not carefully study the August (Special Issue) *Informant* and consequently their local organization is not conforming to it. A careful study of that *Informant* should be arranged for as soon as possible.

The July *Informant* contained a letter from Brother Rutherford calling attention to the fact that the term "sharpshooter" would be discontinued and that all groups were to be considered as companies from that time forth, and that the responsibility of the local organization would rest on the group and not on any one individual as previously. Despite this some of the brethren seem to think that they are still serving as sharpshooter and that they are responsible for all local activity. This is wrong. The entire group is responsible for the account, stock, and local witness work.

The company is known on our records by the name of the town where it has its headquarters, and all reports for the company activity should be headed that way. Where two or more publishers are regularly devoted to the Kingdom work, putting in 8 or more hours a month, they are recognized as a company. One of the group may be recommended as company servant, and another as secretary, but the work should not be conducted in the name of either individual, but in the name of the city where they have their headquarters. Where there are 8 or more brethren in the company and they are averaging 100 or more hours a month, that company should have a service committee to co-operate with the company servant in supervising the local activity.

In some cases where brethren formerly served as "sharpshooter" they still want to retain control of all the local activity despite the fact that there may be 15 or 20 in the company and putting in 150 to 200 or more hours a month. This is improper. The responsibility and supervision of the local activity should be distributed amongst the different brethren where there is a company of sufficient size.

A study under the heading of "Company Servant" in the August (Special Issue) *Informant* calls attention to the fact that his responsibility is concerned with service, and that alone. Many of these brethren seem to have the impression that because they are company servant they must direct everything that takes place in the company, and many of the companies foster this idea by looking to these brethren to do and direct everything. The service committee should have general supervision of the company's activity and should co-operate closely with the company servant. The arrangements for meetings, appointment of study chairmen, and all things of that nature, should be taken care of by the service committee, and the company servant should not be expected to do it.

Service Committee

By virtue of their position and their relationship to the company there is an added responsibility resting upon the service committee. They should take the lead in the company's activity, which includes, of course, field service in going from house to house with the literature, phonograph, etc. They should be examples of the believers. They should recognize the 15-hour quota recommended by the Society and put forth a real effort to attain to it and demonstrate to the other brethren in the company that it is both reasonable and possible. They should aid other brethren who are faced with obstacles that are apparently insurmountable to themselves to overcome these obstacles and have a part in the service. Where the service committee is negligent or indifferent or considers itself superior to organization instructions, a great many in the company are inclined to follow a similar course. Therefore it behooves the service committee to take the lead in the various branches of the field activity. The requirements of the sound servant and stockkeeper should be carefully studied as set forth in the August (Special Issue) *Informant*.

Do You Have Your *Year Book* and Calendar?

Why wait until February or March to order them? Now is the time to get your order in and get the use of them. We are still receiving quite a few orders; and there are undoubtedly a good many more who have not ordered, because of neglect. To get the full use of the Calendar and *Year Book* you should have them by January 1. Numerous letters have been received expressing appreciation of the "best Calendar we have ever had" as well as the "excellent *Year Book*". You would better get yours while they last. *Year Book*, 50c a copy. Calendars, 25c each; five or more to one address, 20c each.

Study Chairmen

These brethren should be the direct contact between the company servant, service committee and the brethren as a whole. Every *Watchtower* and book that is studied contains a great many references to the responsibility resting upon the Lord's people now to be His witnesses. The study chairman should see not only that this is brought out and properly discussed at the meetings, but that it is applied by the local study group to their particular assignment. He should arrange to take the brethren into the service with him regularly, see that they are supplied with the *Informant* and other necessary information pertaining to the field activity. This is particularly true in the case of people of good will or newly interested ones attending the studies.

Special Booklet Campaign Ends February 5

Old Stock Should Be Pretty Well Distributed

During the last few weeks of December and all of January a special booklet distribution was arranged whereby seven booklets were to be offered on a contribution of 25c. Two of these booklets were to be self-covered. The October inventory of the companies shows that there were five million colored-cover booklets and two million self-covered booklets in storage, and it is hoped that with this special arrangement a large number of these have been placed. We hope that you have placed all your *Prosperity-Famine* and *Truth: Shall It Be Suppressed?* booklets. February 5 will be the last day that this special offer can be made. Thereafter we will revert to the regular combination of six booklets on a contribution of 25c.

Are You Magazine Conscious?

Read *The Watchtower* and *The Golden Age*

The onward march of the Kingdom demands that all who will serve the Lord acceptably must be properly equipped. *The Watchtower* contains food in due season. The proper understanding of the prophecies of Samson, Obadiah and Malachi as they appear in *The Watchtower* is of vital importance to the anointed and is also vitally necessary for their companions and people of good will. *The Golden Age*, with its news of current events and their relationship to the Kingdom, is also important.

Therefore all publishers should call attention to *The Watchtower* and *The Golden Age* when they are witnessing to the people, and have subscription blanks ready to take the subscriptions. Let all become *Watchtower* and *Golden Age* conscious in the field.

Your Statement When Presenting *Uncovered* to Signers

Cover your territory fully with the booklets, calling upon all who did not sign the Petition, as well as those who did sign. You will give booklets only to those who signed the Petition and others who are financially unable to contribute. In presenting the matter to those who signed the Petition and whose names you have, we suggest you use the language below. But in all cases when calling on non-signers in the course of your house-to-house witnessing, do not say this special Petition introduction, but use the regular testimony card and thereafter bring the booklet *Uncovered* to their attention.

The Catholic Hierarchy charged Judge Rutherford with misrepresenting their doctrines. More than two and one-half million persons petitioned the Federal Communications Commission to have their doctrines publicly discussed by radio. The Catholic Hierarchy have refused to engage in a debate and defend their position. Judge Rutherford has prepared the Scriptural side of these questions. This booklet contains a plain discussion of those teachings. Whether you are a Catholic or not, you will want to read it carefully, together with your Bible. You may contribute towards the cost of printing more booklets, but if you are unable to do so you may have this booklet without contribution.

"Battle Shout" Heard in 78 Countries

Why the Large Drop in Publishers?

Fewer Publishers Means Fewer Hours!

We have just finished tabulating the reports from 78 countries for the "Battle Shout" Testimony Period, October 3-10, 1936, and it shows that there were 132,142 bound books, 813,642 booklets, making a total of 945,784 pieces of literature distributed in this nine-day period. This is a considerable drop when compared with the last international testimony period, in April, when 235,153 books and 1,023,287 booklets were distributed. There was also a drop in sound attendance, from 584,760 to 411,870. The most significant thing about the report, however, is the drop in number of publishers. In the campaign last April there were 46,209 publishers who reported, whereas for the October period there were only 38,230. The only item that compares favorably with the spring period is the average time per publisher, which was 10.5 in April and almost 11 for the "Battle Shout" period. This indicates that those who are working are putting forth as much effort; but why the large drop in number of publishers? There must be some among the ranks of the Lord's people who are negligent or indifferent toward their privileges of service. All the Lord's people would do well to carefully consider the recent *Watchtowers* on the prophecy of Malachi, particularly verses eight to ten of the third chapter. There Jehovah states to his people that they have failed to bring the "tithes and offerings" into his storehouse; which means that they have been thinking more of their selfish interests than they have of the Kingdom interests committed to them. Those who really love the Lord will take this matter to heart and follow his admonition to "bring ye all the tithes into the storehouse, that there may be meat in mine house, and prove me now herewith, saith the Lord of hosts, if I will not . . . pour you out a blessing, that there shall not be room enough to receive it". There are still many opportunities for Kingdom service, and it is hoped that during the remaining months of the year the Lord's people will endeavor to make up this time that was lost.

Not all countries showed a drop in hours; in fact, it is interesting to note that in some of them there was quite an increase in time with fewer publishers. For instance, the brethren in the British Isles increased their time from 34,707 to 40,814 hours; Canada had an increase from 22,289 to 27,971 hours; South Africa increased from 4,154 to 4,912 hours; and it is gratifying to note that in Northern Rhodesia, where there has been much opposition, the publishers have increased from 320 to 612 and the time has gone up from 8,961 to 10,294 hours. In the United States there was the greatest drop in publishers, from 24,441 to 18,573, and a corresponding drop in time, from 251,109 to 193,336 hours. Other countries had similar decreases in proportion to their number of publishers. With these conditions existing it is no wonder that there was a drop of more than 100,000 in bound books and over 200,000 in booklets. The thing for us to do now is to 'prove the Lord' by 'bringing the tithes into his storehouse', or, in other words, to fulfill our obligations to Jehovah by rendering the service due Him.

Below we set out a few of the outstanding items of interest received from different countries:

"Battle Shout" Testimony—October 3-11, 1936

COUNTRY	No. Pio.	No. Aux.	No. Comp. Pub.	Total Publishers	Hours	Obtainers	Books	Booklets	Total	Attend'ce at Sound Meetings
Albania	1		8	9	125	543	11	532	543	
Argentina	15	4	63	82	2,334	5,743	373	8,526	8,899	126
Australia	143	75	1,000	1,218	20,732	20,708	6,152	30,473	36,625	21,690
Bahamas	1		8	9	100	144	66	229	295	572
Barbados	6	3	20	29	309	389	109	415	524	
Belgium	19	2	95	116	1,917	5,312	141	6,749	6,890	41
Brazil	16	1	74	91	1,375	1,530	371	1,926	2,297	55
British Guiana	2		6	8	125	100	48	100	148	60
British Isles	174	112	4,253	4,539	40,814	95,117	17,366	100,998	118,364	52,138
Burma	1		9	10	106	175	109	323	432	52
Canada	167	53	2,475	2,695	27,971	22,324	8,082	32,866	40,948	40,651
Canal Zone	3	2	1	6	132	117	92	180	272	71
Ceylon	2			2	39	48	18	66	84	
Chile	5	1	21	27	524	927	94	1,356	1,450	71
China	3	1		4	129	261	125	338	463	
Colombia			6	6	65	53	9	73	82	
Costa Rica		2	60	62	576	297	105	282	387	476
Cuba	9	2	34	45	763	1,112	87	1,338	1,425	382
Cyprus	2			2	68	121	13	179	192	
Czechoslovakia	53	8	595	656	5,784	12,395	520	23,249	23,769	597
Danzig			76	76	245	700	27	661	688	
Denmark	44	5	808	857	8,664	22,092	4,953	37,976	42,929	300
Dominica										
Dutch Guiana	1		2	3	62	17	2	17	19	7
Dutch West Indies	2			2	120	6	3	7	10	
Egypt	3		1	4	108	129	41	204	245	
Estonia	10		11	21	617	874	133	1,642	1,775	
Finland	19	15	668	702	7,420	18,976	2,653	22,457	25,110	431
France	41	3	913	957	10,104	20,656	1,481	30,000	31,481	2,180
Gold Coast	5	7	16	28	456	401	208	348	556	270
Greece	7	3	186	196	2,074	3,840	242	4,104	4,346	
Grenada			5	5	276	114	11	127	138	274
Hawaii	5	2	10	17	292	538	416	680	1,096	1,055
Hungary	13	3	82	98	1,014	943	327	2,661	2,988	
Iceland	1			1	44	34	8	125	133	
India	17	1	312	330	4,100	2,962	329	4,291	4,620	923
Jamaica	2	24	213	239	2,300	1,135	433	804	1,237	5,419
Japan	87	1	8	96	6,101	4,214		*58,511	58,511	
Java	3		9	12	149	391	142	833	975	30
Latvia	4		18	22	343	524	11	619	630	
Lebanon	3		10	13	333	362	109	702	811	
Lithuania	4		34	38	426	569	52	679	731	
Luxemburg			20	20	197	1,017	6	1,029	1,035	
Malaya	2		3	5	81	216	170	344	514	265
Malta			1	1	1	2		17	17	
Mexico	45	27	177	249	6,846	6,312	668	11,858	12,526	2,113
Montserrat, B. W. I.	3			3	62	32	23	118	141	294
Netherlands	31	9	123	163	3,175	6,196	167	13,436	13,603	28
Newfoundland	2		7	9	146	247	118	418	536	1,179
New Zealand	22	24	171	217	4,093	5,662	2,009	8,484	10,493	3,544
Nigeria	22	23	203	248	4,594	5,219	328	5,475	5,803	10,193
Norway	18	18	289	325	4,165	8,900	2,271	15,433	17,704	
Nyasaland			1,031	1,031	9,009	1,785	163	1,643	1,806	25
Panama	1	1	11	13	74	50	24	71	95	165
Paraguay	1	2		3	108	153	3	302	305	
Philippine Islands	26	7	25	58	909	1,282	387	2,028	2,415	1,270
Poland	30	11	650	691	7,093	11,662	323	9,748	10,071	329
Port. E. Africa			7	7	97	194		194	194	
Puerto Rico	3			3	38	64	23	53	76	
Rhodesia (N.)	2		610	612	10,294	758	72	856	928	30
Rhodesia (S.)			226	226	2,243	552	124	518	642	200
Rumania	11		359	370	2,940	5,367	50	7,599	7,649	
St. Helena			2	2	62	60	10	70	80	508
St. Kitts	2	2	4	8	109	29	9	46	55	596
St. Vincent		1		1	11	17	2	17	19	25
Saare Basin			21	21	405	388	58	497	555	250
Siam	1			1	50	148	71	274	345	
Sierra Leone										
South Africa	21	5	351	377	4,912	13,044	3,896	18,215	22,111	13,635
Sumatra	5			5	104	240	177	585	762	265
Sweden	52	32	684	768	7,784	19,634	4,278	32,813	37,091	
Switzerland	4	7	788	799	6,036	26,497	445	25,629	26,074	425
Syria			27	27	294	444	65	588	653	
Turkey	1		2	3	46	164	7	201	208	
United States	1,627	725	16,221	18,573	193,336	203,105	70,431	275,005	345,436	248,628
Uruguay	2		4	6	219	468	28	760	788	32
Venezuela	2			2	80	100	90	80	170	
Yugoslavia	15		35	50	942	1,981	174	1,592	1,766	
TOTAL	2,844	1,224	34,162	38,230	419,791	568,882	132,142	813,642	945,784	411,870
Total Testimony Period April 4-13, 1936	3,068	1,207	41,934	46,209	489,011	832,946	235,153	1,023,287	1,258,440	584,760
Total Testimony Period October 5-13, 1935	2,878	1,105	35,852	39,835	443,867	1,174,251	35,280	2,086,840	2,122,660	388,637

* *Golden Age* copies

CANADA

"Never before have the Canadian brethren entered into a campaign with so much enthusiasm and zeal. More hours by many thousands were devoted during this period. The 8,082 *Riches* books were placed on practically the same territory worked on two occasions with the *Riches* previously. The personal message from the president rang throughout the land like a clarion call to the army for attack. The brethren responded with obedience and joy. Without question, this is the greatest campaign period the brethren of Canada have been engaged in."

BRAZIL

"In this vast country the Kingdom publishers are few, giving the witness with difficulties, yet, in spite of heavy floods, the report shows the number of publishers and hours nearly double that of any previous campaign, with a large increase in the number of bound books placed as well as of booklets. For the first time in history we had the campaign literature and testimony card in Brazil, receiving *Riches* in Portuguese just in time for the campaign. Also for the first time the phonograph was used."

MALAYA

"An open-air cinema proprietor has shown a spirit of good will by allowing the recorded lectures to be put over his talkie equipment before his show commences and during the interval. Three times during the campaign the lectures were delivered in this manner."

NYASALAND

"The work continues to progress in Nyasaland. There were nearly 300 more publishers in action than during the August campaign, which was the previous best to date. There are so many publishers in certain districts now that there is not sufficient work for them all to do."

SOUTH AFRICA

"There were more publishers in action than during any previous campaign, and the time spent in the field shows a healthy increase also. The 'Battle Shout' was given with enthusiasm and was heard in all parts of this country. From a letter at hand from the operator of one of the sound cars we quote the following: 'A cordial welcome was extended to Judge Rutherford's lectures by hundreds of persons of good will throughout the territory, but the limit was exceeded at Eersteling, where 28 of the little community of 32 made special endeavors to be present at a transcription meet-

(*Continued on page 4, column 3*)

Give Them Both Barrels

The Truth in a Booklet

The Truth on a Record Uncovering Lies

As those who are zealous for the Lord contemplate the possibilities of the *Uncovered* campaign and the provisions Jehovah has made for our service they are thrilled. Just consider what can be done! We have the names and addresses of more than two and one-half million persons on whom we can make a special call with a special message, the Lord's answer to their petition. And not only that: we have all these opportunities to introduce the further means of getting the Kingdom message before them, and using it in a great number of cases, the phonograph. The publishers throughout the field should get behind this fully, recognize it as the greatest opportunity yet presented for phonograph work, and take advantage of it. What finer means of adding impetus to the phonograph work? and what could be more fitting than using the phonograph as a companion to *Uncovered?*

Let those who can take the phonograph into the field with them. Let all take it in calling on the Petition signers. Let all make appointments for back calls with the phonograph and literature in conjunction therewith. The same general procedure for this part of the service can be followed as has been outlined so frequently previously. Our job is to get the Kingdom message clearly before the people. Jehovah gives us the means whereby we may discharge our obligations, and richly blesses our efforts in doing so. Following are some experiences in the use of the phonograph:

"Presented the testimony card to a lady who said, 'Not interested.' Then I said: 'I have here a five-minute educational lecture.' Taking it for granted that she wanted to hear it, I simply reached for the phonograph and put on the lecture 'Fathers'. The lady listened very closely, and even stepped closer as if to catch every word of it. At the conclusion she said: 'I have been a Catholic all my life and have thought it proper to call a priest "father"; but this is the first time I heard the Scriptural explanation on the word "Fathers". Is this record in the book [*Riches*]?' I said, 'It is.' She said, 'I will take it.'"

No More Thirty Dollars

"Another, a man, on hearing the lecture 'Purgatory', said: 'The last time I paid the priest for masses it was thirty dollars; but no more now. I will take those books [*Riches* and three booklets].'

"I have been very successful in my territory with the phonograph, and consider it a God-sent means to break down prejudice and to open the blind eyes, as well as to make the testimony very effective and the issue very clear.

"Another very important point in presenting the phonograph is: You must realize yourself how important the message contained upon the records really is; and instead of timidly asking, 'Shall I play you a record?' quietly say, 'I have here for you a very important public announcement which you are entitled to hear.' Jehovah's purposes are important public announcements. Then proceed to play the phonograph with dignity becoming the Lord's messenger; and nine times out of ten nobody will say a word."

A New Song

"Another: When a cold, uninteresting face, or even a stern one, answers your call, say immediately with enthusiasm: 'I have a message of good cheer. I have the Kingdom message for you, and the Kingdom message is music: the phonograph, records, everything; I shall play it for you.' And nine out of ten times they will say, 'Let us hear it.' And although they sometimes remark that they thought it was to be music, at the conclusion they have to admit that it is the sweetest music they have ever heard. I never carry musical records."

Lunch-Room Service

"Another: Survey your territory as to lunch rooms, barrooms, barber shops, etc., where people congregate, and put on a record such as 'Peace Messengers', 'C o m f o r t,' etc., and show the proprietor what a very useful thing it would be for his customers to hear such records. Tell him that we are willing to co-operate and to arrange two or three times a day or in the evenings to play for him. Again, in most cases permission will be granted to play to constantly changing audiences, at the same time giving you an opportunity to rest up a little while the machine is doing the work, you only at the conclusion making suitable remarks and offering the books for their further information. This works very well; and I have had on some days as high as fifty or sixty in my phonograph audience."

Places Literature

"While going from house to house one day, I met a janitor who was busy cleaning an empty apartment. He said that he would take the book *Riches* and three booklets if I were to bring them to his home, as he had no money with him. I called on him Sunday afternoon, with the phonograph, and found his family at home as well as several visitors. They were all pleased to listen, and so I played a few lectures. They all appreciated them very much, and entered into the discussion freely, with the result that not only did the man take the combination he ordered, but his wife took four more books, one of his guests took *Riches*, and another contributed for three booklets. Made arrangements to call again, and that time some other guests were there, and I placed a *Riches* and three booklets with them. Then they were willing to co-operate by playing it to their friends, and so I left the phonograph with them, and, upon returning, found that they had listed six times that they had played it for their friends. Called again later on, and they enjoyed hearing some more, and subscribed for *The Golden Age.*

"I find that the phonograph not only helps place the literature, but makes for friendly understanding between the one witnessing and the one getting the literature. Also, it emphasizes the educational type of our work and makes the matter of contribution seem merely incidental to it, which it really is. I certainly thank the Lord for this handy instrument which is such a help in witnessing."

"Some of my recent experiences with the phonograph have convinced me that the Lord is using this means to further the great witness work now being done. It is especially favorable for me, since I cannot speak English very fluently; in this respect the phonograph has spoken more eloquently than I could ever hope to.

"An elderly gentleman, when I called on him the first time, took some of the booklets, and I arranged with him to call back with the phonograph. He said he had lost his wife, and that she was the dearest thing to him; that his life after her passing was empty and gloomy. After hearing some of the records he rejoiced greatly, and expressed himself by saying that he has everything to live for now, and is looking forward to the time when he will again see his loved ones. He offered a voluntary contribution to the work, and now has almost all the books in his possession."

Prisoner Released

"Another elderly gentleman told me that for thirty-five years he had gone to the churches, with the desire of gaining an understanding of the prophecies of the Bible, but had never received any satisfaction. After hearing some of the recorded lectures by phonograph, he subscribed for *The Golden Age,* took some literature, and said that this was the only means whereby anyone can hope to get any explanation of the Bible prophecies and an understanding of the Scriptures."

New Publishers

"Visited a Catholic family with the phonograph. After hearing the records the mother said she had been seeking the truth for years, and at last had found the only true explanation of the Bible. The family subscribed for *The Watchtower* and *The Golden Age,* have all the books and booklets, and are actually active workers, who in turn are using the phonograph in the witness work; and they have a study meeting in their home."

Starts "Riches" Studies

"I visited a lady the other day who already had the *Riches* book and other literature. I asked if I could come back with the phonograph. At first she hesitated, saying that her husband was against the truth. But finally she consented. When I called with the phonograph I was invited in, and after playing the records 'Religion' and 'Fathers' the man of the house got up and said to his wife: 'I told you religion was all the bunk! Judge Rutherford tells the truth!' The next time I called with the phonograph there were four very attentive listeners, and there is now the prospect of commencing a *Riches* study meeting. By the way, this man asked me privately to help his wife along these lines, for he could see this is the truth; and he took six booklets.

"When the *Riches* book first came out I gave a copy of it to a young man. Later on I called on him with the phonograph. After hearing the records he was very much enthused. We arranged for a study meeting in his home. He puts in from forty to seventy hours per month in the work, and he is very active and energetic and zealous. He plans on entering the pioneer service during the summer when he is not at school.

"My experiences with the phonograph have shown me that it is very helpful to arrange these phonograph meetings for a time when they have more time to listen, and when it is most convenient for them, so that they may give more attention to what is being said. The Lord has always bestowed his special blessings on these meetings; and I hope to continue using the phonograph to the praise of Jehovah God, in aiding the great multitude to behold the blessings and privileges which the Lord has in store for them."

(*Continued from page 3, column 4*)

ing. We were thanked publicly by one of the audience at the end of the meeting and many kind words were expressed in appreciation of the Lord's truth.'"

Phonograph Orders

A few months back we announced that we were able to fill phonograph orders immediately. We appreciate very much the response the brethren have made in sending in their orders. We have been swamped. We are glad of it. If you do not receive your phonograph for two or three weeks after your order is placed, do not think your order is lost. We are filling orders according to dates when received. However, do not let this notice cause you to hold back sending in your order. Do it now.

Rebuild Your PTM

If you have a portable transcription machine that was made at 117 Adams Street, the 6-volt wet-cell battery type, this can be rebuilt into a No. 3 sound car equipment at not much additional expense. This we can do during these winter months, and your equipment will be ready for use in the spring and summer. Write for further information about rebuilding your machine.

Three Months' Comparison

	1936	1935	Difference
Books	428,006	421,743	6,263+
Bklts.	2,529,763	4,188,115	1,658,352—
Tot. Lit.	2,957,769	4,609,858	1,652,089—
Av. Pub.	22.522	21,286	1,236+
Fld Hrs	1,327,334	1,346,357	19,023—
Obt'rs	1,600,621	2,341,426	740,805—
Snd Att	2,256,105	2,629,531	373,426—

The first three months of the fiscal year 1937 are compared with the same period last year. This comparison reveals some very significant, if not altogether joyful, facts.

Only two branches of the service show an increase; that is, the number of publishers and of the bound books. There has been a decrease in the number of hours despite the fact that we had almost a six-percent increase in publishers. How is this accounted for?

This year we are permitted to count sound time and back-call time and still we have a decrease. The answer is right up to us as individuals. We are not putting the time in the service. This can be remedied only by each and every one's recognizing his responsibility in this respect, recognizing to what extent he is responsible for this decrease and then charting a course that will result in a more effective witness.

Weekly Service Meetings Published Every Other Month

Outline for weekly service meetings will be mailed with the *Informant* every other month. Sufficient copies will be sent to supply the company servant and service committee. We have received a great many letters from all parts of the country expressing their appreciation, as these outlines are a great help in conducting the weekly service meetings. Requests for supplying copies for all the brethren in the company cannot be met, as this is not practical or necessary. These outlines are prepared for the company servant and his assistants for the carrying on of the service meetings. You may, however, place a copy of this outline on the bulletin board so that the brethren may have the information in advance. Every other month the company servant and service committee will be expected to prepare a similar outline covering the various features of the service. For the month of February you should prepare your own outline.

INFORMANT

MARCH, 1937 BROOKLYN, N. Y.

"Faithful Warrior"

Testimony Period, March 27 to April 4

Will There Be More Publishers and More Time than Last Year?

"Leading in this work is Christ Jesus, the Faithful and True Witness, who in righteousness makes war."—The Calendar.

You will find in this *Informant* a personal letter from Brother Rutherford outlining the special testimony period designated "FAITHFUL WARRIOR", March 27 to April 4, inclusive. This testimony period should be a most blessed occasion and a time when every one of those in the Lord's organization will put forth extraordinary effort to be in the field. The Memorial being celebrated March 26 will forcefully impress upon each one of the faithful the great privilege granted them of associating with one another in the "Faithful Warrior" period of witnessing.

Read and study Brother Rutherford's letter carefully. Study it in your service meetings, in preparation for this very important world-wide united witness. Who is the FAITHFUL WARRIOR? Why this testimony period? What is your individual privilege and responsibility in connection therewith? What is to be done during the period? Let every publisher be prepared and strengthened by the message of the letter, and then proceed to have a full share in the testimony period.

The work of this period, which is a special effort on the part of those of the remnant and of the Jonadab class in carrying the message of God's kingdom to the people, goes right hand in hand with the phonograph campaign current then, and during the testimony period the phonograph campaign is part of that special effort of more time in the service.

Speaking of Time

Here are nine days in this period for the Lord's people to make the most of. The entire setup of this occasion emphasizes its scope and importance. First of all, it is a part of Jehovah's "strange work" by Christ Jesus, and is a world-wide effort of all in unison. In every part of the earth where men and women are serving the Lord this period will see them putting forth an extra effort. In strong contrast to religion, which parades itself with great display throughout the "Easter" season, Christianity, obedience to God's commandments, presses the war against devil religion. The evening of the 26th is the time of the Christians' Memorial, instituted by the Faithful Warrior, and to the name of Jehovah. How good it is to have this important celebration of Memorial just preceding the "FAITHFUL WARRIOR" testimony period, which begins

(Continued on page 2, column 1)

To the Faithful in All the Earth

DEAR BRETHREN:

The testimony period beginning March 27 is designated "FAITHFUL WARRIOR". All persons now on the earth and who are devoted to Jehovah God are on the side of Christ Jesus, his "Faithful Warrior". Such persons are known as the remnant and the Jonadabs. The command of Jehovah to them is: "Arise ye . . . against her in battle." Christ Jesus, the Faithful Warrior, is now engaged in making war on organized religion known as "Babylon", the Devil's organization, that deceives the people and fights against God. That is God's "strange work", because it exposes the hypocrisy and duplicity of those who have used the name of God and Christ to deceive the people and turn them away from God.

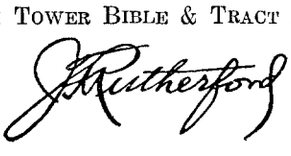
Every person now on the earth and who is on the side of Jehovah and his kingdom is privileged to feed at the Lord's table and to learn of the unfolding of prophecy, which is meat in due season for him, and which is provided by the Lord for his comfort and hope. Every one of such is duty-bound to obey God's commandments, and those who have opportunity to obey and who fail or refuse will suffer the consequences. (Acts 3:23) To obey the Lord's commandments everyone who is on the side of the Lord must now fearlessly bear testimony against the enemy and to the name and praise of Jehovah and his kingdom. This letter is merely a reminder, dear brethren, of your privilege and obligation. If you would maintain your integrity toward Jehovah you will joyfully obey his commandments.

Special periods for giving testimony are fixed in order that all of God's people throughout the earth may, at the same time, send up a shout to the honor of his holy name. The "FAITHFUL WARRIOR" testimony period should see every one of the faithful in the field presenting the message of the Lord to the people. This you will do by the use of the transcription machine, and the phonograph, and by presenting to the people the printed message. A special combination of books is made available for this testimony period. Let everyone place as many combinations as possible in the hands of the people. Jehovah's "warning" must be given to those who claim to be Christians. (Ezekiel 33:7-9) The message of the kingdom and the name of Jehovah must be proclaimed to all nations as a witness. Do not concern yourself about who will and who will not die at Armageddon, but concern yourself about your own duty to deliver the message as God commands. The Lord will take care of the result.

That part of the war which is the "strange work" is now on. Will you perform your part therein in obedience to God's commandment? That work will be completed in due time, and then follows "his strange act". Be alert and be diligent in this day of conflict between wickedness and righteousness. May the Father of mercies and God of all comfort continue to strengthen and bless you.

With much love and best wishes,

WATCH TOWER BIBLE & TRACT SOCIETY,



President.

Always Place 'Uncovered' and 'Protection'

The *Uncovered* and *Protection* booklets should be in all combinations now offered to the people. These two booklets go hand in hand in exposing the Hierarchy and the Devil's religion and revealing to the people of good will the Kingdom truths and how they may take their stand on the Lord's side.

Therefore, from the time you get this *Informant* your booklet combinations should be *Uncovered* and *Protection* and four colored-cover booklets, making six, on a 25c contribution. If you wish to present a 50c combination, add the *Riches* book or some other bound book they may not have, or offer an assortment of 13 booklets, on a 50c contribution.

Press the battle to the gate with zeal and vigor with the new instrument the Lord has provided.

Memorial Report to Be Made

Note on April Report Card

On your report card for the month of April each company servant (and any isolated pioneers or other publishers) is to note the total number of persons attending the meeting at which the Memorial is celebrated, after 6:00 p.m., March 26. This information is to be given at the bottom of the report card. In the space at the bottom of the card write "Total Attending Memorial ..... Number Partaking of the Emblems ....." In addition to reporting the total attending, you will report the number of those in attendance who partake of the emblems.

All will with profit attend the Memorial celebration, including those of the Jonadab class, who do not themselves partake of the emblems. All of the Lord's people, of the anointed or of the Jonadab class, will join in the united testimony to the honor of Jehovah's name.

Special Folder for Phonograph and Transcription Meetings

There is much work to be done shortly in the arranging of phonograph and transcription meetings, as outlined in Brother Rutherford's recent letter sent to all companies, pioneers and auxiliaries. All persons should have the opportunity of attending these meetings as they are arranged in each territory. For the purpose of aiding the brethren in this campaign, the Society has prepared a very neat folder setting out the importance of hearing the lectures of Judge Rutherford. Space is provided for stamping in the name and address and time of meeting. This can be done with the regular rubber stamp sets which the Society provides. When working a territory where you have arranged for a phonograph meeting or transcription meeting, the company servant should see to it that sufficient of these folders are stamped and given to the publishers for distribution at every home. These folders will be provided at 40c a thousand to companies and auxiliaries; and free to pioneers.

Back-Calling the Big Work

Are All Your Publishers at It?

How is your campaign of back-calling with the *Uncovered* booklet on petition signers coming along?

Many petition names were obtained in small towns and rural territory which are difficult to reach at this season of the year. This should not deter us from making personal contact with the people, however. The advantage of making a personal contact with the people by use of the phonograph cannot be overstressed. We have gone beyond the place where we simply leave literature with the people and go on. We are to aid the people of good will in getting an understanding of the issues now imminent, and this can be accomplished only by personal contact, phonograph meetings, and inviting the people to studies where they can discuss the Kingdom truths and ask questions pertaining to these things.

Therefore, even though it entails inconvenience, this contact should be made. It is a vital and necessary feature of the work the Lord is now having done in the earth. Therefore it requires careful planning. Your territory should be laid out with care and consideration. Arrange for the publishers to go first to the cities, towns and main highways that are open at this season of the year. See that these territories are completely worked and the people who signed the petition in these areas provided with the *Uncovered* booklet and such other literature as they will accept. Then, as the weather improves, expand your activities to include territory that is now inaccessible.

(*Continued from page 1, column 1*)

the next day, Saturday the 27th! Consistent with the Memorial, service will be performed by Jehovah's people.

Saturdays and Sundays

Saturday the period opens. Why not with all-day service? And Sunday is "Easter Sunday", another religious festival, and to be taken advantage of by every one of the Lord's people in the warfare of uncovering God's enemies. During the weekdays of Monday the 29th to Friday the 2d, let witnessing parties be arranged for each day. Plan the work carefully, attending to all details, so all the publishers can be advised at the service meetings and can take part in the service during the week. Let the witnessing parties remain in the field several hours, making a good day of it each time they go out. This will increase the number of hours. In the evenings, let back calls be made, phonograph work be carried on, and real time put in. This international period calls for extra effort. Then the period closes with the week end of Saturday and Sunday the 3d and 4th, two more full days for the Lord's service.

You remember the corresponding spring testimony period of a year ago, "His Strange Work" testimony period, April 4 to 12, when *Riches* was released to the public. Jehovah blessed the efforts of his people, and it marked a high point in the warfare between religion and Christianity. Look up your records and find out what your company did then; discuss this in your service meetings, and make definite plans so that you can actually increase your time and results during "FAITHFUL WARRIOR" testimony period this year. Jehovah has led his people a long way during the past year, and we now see so much more clearly the opposing forces in the war now on, and our own privileges and responsibilities. With the additional equipment now in our hands, the clearer vision, a greater effort on our part which should be the case with increased enthusiasm, and Jehovah's rich blessing on our work, "FAITHFUL WARRIOR" testimony period should surpass even the previous spring international period in number of publishers and of hours and in literature placed. What are YOU going to do to accomplish this? Set your quota of hours; get in the time. Many will exceed the general quota of ten hours for company publishers, twenty for auxiliaries, and forty for pioneers, for the nine days.

Literature

This is a booklet campaign. The combination to be pushed for this testimony period is six booklets, on a contribution of 25c, which combination will include the two new self-covered booklets, *Protection* and *Uncovered*. The four colored-cover booklets to be used may be the following: *Angels*, *What You Need*, *Supremacy*, and *Choosing*. If any one of these runs short, then others may be substituted. Check over your stock, and order at once all you will need. See that all petition signers get *Uncovered*, even if they do not take the entire combination. Carry *Riches*, of course, and place bound books at every opportunity. It is always in order to substitute other than the regular campaign pieces when some of the booklets in the special combination are already had by the people; and this, of course, necessitates the publishers' carrying a good assortment at all times. In view of the work that will be done during the period with the *Uncovered* booklet and phonographs, no special testimony card is being prepared for the above combination of six booklets.

Territory

The territory should be carefully selected and planned by the company servant and service committee to enable the most effective witness to be given during this period, and will depend measurably on what has been done previously in the current campaign. Generally, thickly settled urban territory or small towns will be most suitable. Work such territory thoroughly, not, of course, confining the work to only those who have signed the petition, but reaching everyone in the area covered.

Sound Equipment

Sound servants, here is work for you to do, in seeing that all of the company sound equipment is kept busy during the period, having the co-operation of all the company publishers in using not only the phonographs, but also the sound cars and transcription machines. The brethren appreciate the importance and value of the use of the phonographs in the witness work now more than ever before, because of the many wonderful experiences they are having in the use of the same, and the clear indication from the Lord as to the propriety and necessity of their use at this time. This is one point particularly stressed in Brother Rutherford's letter. Complete arrangements for all details of your sound work at your service meetings.

Reports

This testimony period begins March 27. To make it convenient for all to report uniformly, will all follow the following procedure:

End March with the 26th. At that time send in the report for March, including March 1 to 26. Report all work from March 27 to April 30 inclusive on the April report card. On the April card also report the ENTIRE testimony period, March 27 to April 4. Also, on your report for the month of April, make your report of the total number attending the Memorial celebration and the number partaking of the emblems.

"The message of the kingdom and the name of Jehovah must be proclaimed to all nations as a witness. Do not concern yourself about who will and who will not die at Armageddon, but concern yourself about your own duty to deliver the message as God commands. The Lord will take care of the results."

Watchtower Studies

Company meetings for study of *The Watchtower* should be had Sundays, afternoon or evening, as the company may decide. This is published notwithstanding what has heretofore appeared in the *Informant*, and this is the Society's policy and recommendation, by direction of the president.

Special Notice

Pioneers and auxiliaries should not take orders from the company publishers for *The Watchtower*, *The Golden Age*, phonographs, books or anything of this nature and forward them to the Society's office as pioneer orders. Pioneers should confine all their placements to the general public or people of good will, to people not associated with company organizations. All who attend regular company meetings should order their requirements through the company servant or stockkeeper.

Sound Car Equipment

The Society is able to rebuild transcription machines that have been manufactured at 117 Adams Street into sound car equipment. The horn, a powerful loud-speaker and an additional power pack is supplied. We will recondition the transcription machine and make it dual speed, 33⅓- and 78-r.p.m., if it is not already that way. Write the Society in regard to adding sound car equipment to your present transcription machine, and the cost of doing the same.

Use Your Renewal Slip for *The Watchtower* and *The Golden Age*

Individual Subscriptions

There is much time lost at the subscription desks due to the fact that the brethren do not use the renewal slips which they receive in their *Watchtower* and *Golden Age* magazines. These slips are always numbered, and if you fill these out properly, instead of writing a letter, and send THEM in with your remittance, it means that the office here will not have to copy your name and address onto slips for our file. All you need to send to the office is the renewal slip (filled out) and a money order; then no letter need accompany renewals or new subscriptions.

Company servants will greatly help the work of the office if they will send letter listing each individual subscriber and also enclose subscription slip for each individual as well as a money order to cover.

The name of the company servant should appear on each renewal or subscription slip sent in by the company.

Divisional Campaigns

The dates set aside for divisional activity during 1937 are May 29 and 30 and September 4, 5 and 6—two divisional campaigns.

All divisional servants who have not been notified to the contrary will continue to serve in that capacity during the coming year.

The two divisional campaigns scheduled for 1937 should receive the whole-hearted and enthusiastic support of all the brethren. Points should be chosen where a real witness can be given on both occasions, giving preference, of course, to trouble points where you are receiving opposition from the enemy.

The divisional servant should immediately contact all company servants in his division and receive from them their recommendation of two points or sections to be covered in these campaigns. These recommendations the divisional servant will assemble and carefully consider and submit to the Society the two receiving the most votes. This information should be in the Society's office by March 15, so that the recommendations may be considered and approved in plenty of time for the first campaign.

Only territory that is assigned to the companies within the division is to be witnessed to. Unassigned territory or pioneer territory should not be worked without special permission.

Coupons

The Premium Department advises that after January 1, 1937, they are not permitted to redeem Borden coupons for cash, but will redeem them for merchandise.

Nestle's Milk Products, Inc., advised that they would be unable to continue their cash arrangement after the end of the year, namely, December 31, 1936.

We believe they sent forth a letter to this effect to all the brethren who have been sending them labels.

The Year So Far

Below is the table showing the report of the United States and all other territory directly under the Brooklyn office for the first four months of the current fiscal year compared with the same time a year ago. This report should have the attention of every Kingdom publisher.

Make up a similar report for your own company, comparing your work this year with that of a year ago, for the four months of October to January inclusive. See just what your local organization is doing, and, as far as possible, let each publisher consider his own individual activity in the same manner.

The number of bound books is still a little ahead, and that of publishers shows an increase; every other item is less than a year ago. These totals are the results of the efforts of many individuals. Whatever tends to decrease the witness is to be eliminated; those things that increase the witness are to be striven for earnestly. The Lord's work must now be done. Ask yourself, "Am I in any way responsible for the decrease in time?" Let each company make it a unit responsibility to make up the decrease during the remaining months of the year.

	This Year 1936-37	Last Year 1935-36	Difference
Books	518,348	487,103	31,245
B'klets	3,290,464	5,291,951	*2,001,487
Total	3,808,812	5,779,054	*1,970,242
Av. Pub's	21,179	20,208	971
Hours	1,638,228	1,640,302	*2,074
Ob'rs	1,968,176	2,944,519	*976,343
Sound Attendance	2,801,375	3,225,963	*424,588

* Decrease

INFORMANT

APRIL, 1937 BROOKLYN, N. Y.

Everything in Readiness for "Faithful Warrior" Period

All the Remnant and Jonadabs Take Part

Have You Made Your Plans?

Jehovah's Faithful Warrior, Christ Jesus, has now thrown open the granary and storehouse of Jehovah to those people of good will who desire preservation and life according to the Lord's provision for them.

Jehovah has clearly revealed to his people the relationship of himself and his King, Christ Jesus, to all creatures who will have his approval now. We see as never before the true history of Mordecai and Naomi, their privileges and responsibility in the Lord's organization; also that of Ruth, Esther and Benjamin and their position and why so many of them endured such persecution in more recent years. We also discern the other ten brethren of Joseph and where they have been during recent years and what we may now expect concerning them.

Why has the Lord given his people this vision? Because the time has come for Jehovah to send forth his witnesses to declare his message of consolation to these hungry souls. He says to them through his witnesses, "Go unto my Servant, Christ Jesus, and whatsoever he saith unto you, do it, and ye shall live." To this end he has given us millions of books and booklets, thousands upon thousands of sound machines, including sound cars, transcription machines and phonographs.

He has prepared his organization at headquarters and throughout the earth, subdividing it into pioneers, auxiliaries and companies with the company organization under its service committee, company servant and other members placed in the body for the purpose of carrying out the work that he has now for his people. This organization manufactures, ships and distributes this food that the Lord has stored up for the "other sheep" and people of good will.

Our Part

The Lord has done his part very thoroughly. Are we doing ours? During this "FAITHFUL WARRIOR" period, March 27 to April 4, are we putting forth an exceptional effort to co-operate in this special proclamation that the Lord has arranged? These special periods are also directed by the Lord and arranged for that purpose. Each one should recognize this and arrange accordingly. These questions each one must answer for himself. The Lord will be satisfied with nothing less than faithfulness on the part of his people. Therefore, carefully consider your time and your arrangements and plan to devote as much time as possible to the Kingdom service during the remainder of this period, and thereafter, of course, to the extent that you are able to carry it on.

Organization

Co-operation

United Effort

Push the Phonograph Meetings

As scheduled in the "Outline for Weekly Service Meetings" for March, all during the month you have for consideration at each service meeting the letter of Brother Rutherford, dated January 16, setting forth the new work with the new phonograph lectures.

Continue to give this campaign careful attention at the service meetings during April, and continue to give careful consideration to the letter, so your campaign will go forward in harmony therewith.

Efficient ORGANIZATION by every unit, close CO-OPERATION by all publishers, and UNITED EFFORT by all of the Lord's people are necessary to put the special work across as it should be done. The Society will be glad to hear from the companies and others of the progress of this work throughout your respective portions of the field.

"Faithful Warrior" Testimony Period Report

End March with the 26th

The work of the entire testimony period "FAITHFUL WARRIOR", March 27 to April 4 inclusive, is to be made on the report card on which you report for the month of April, and the work of the entire period is to be included in the work of the month of April.

End March with the 26th, and immediately after the 26th send in your report for the month of March, reporting the work of March 1 to 26 inclusive. The April report will be for March 27 to April 30 inclusive.

Transcription Folders

A sample copy of the new folder to be used in connection with the transcription meetings and phonograph meetings is enclosed with this *Informant*. They are very attractive, and we believe they will aid in drawing the attention of the people to the meeting place. They also have adequate space for local information, and should be left with everybody in the area that is covered for a particular meeting. These can be had at 40c a thousand. Order with freight shipments whenever possible. Pioneers are furnished them free.

Jehovah Is Blessing the Phonograph Work

Are You Having a Share in It?

Here Are Some Phonograph Experiences

The Lord is blessing this work in a remarkable way.

One of the Greater New York units reports the following results of the back calls made on petition signers: "Of the 1500 calls already made on petition signers, 600 were reported as interested in the Kingdom and require further contact. We expect to call on these people with the phonograph and invite them to the phonograph series in their neighborhood."

From Istanbul, Turkey, we have a report: "I played the records in the English and American embassies. One lady took the book *Riches*, showed much interest and invited me to play the records in her home that others may hear them."

From Egypt: "This month we made use of the phonograph in many homes. It is an excellent means to give the message, and the people do give attention to the message presented by the phonograph. We have orders for four phonographs by interested people. We hope to place many more books in the hands of the people as the result of the use of the phonograph."

A pioneer reports an experience he had when making a back call with the phonograph on six men living in a box car, employed as railway section gang. "After hearing the phonograph I placed 2 Bibles, 3 *Riches*, 12 booklets and 1 *Golden Age* subscription. All were interested."

Another: "Where five men were building a house, two colored and three white, after hearing the message 'Peace Messengers', they took 2 Bibles, 4 *Riches* and 15 booklets. The boss asked me to play some more, which I did, and when the meeting was over we had gone twenty minutes over the time that they should have been back to work."

Another: The same brother, with another section gang on the railroad, says: "I asked the boss if they would like to hear a good lecture. He said, 'We have only five minutes left.' I said, 'My lecture is only 4½ minutes.' He said, 'Let's hear it.' I set up quick and played 'Peace Messengers'. I placed 2 Bibles, 5 *Riches* and 15 booklets in five minutes."

Practical Use of Sound Cars

"When engaged in the actual use of the car we meet with some interference. Many times people come up and ask us to stop, as someone is sick or asleep. We politely ask the complainant for his name and address to file as a reason for not completing the setup. If they are sincere they will do this without hesitation; otherwise they get angry and abusive, and then the program continues. It is a psychological point which works very well. We have no desire to disturb anyone, but do not like to be bluffed out of our rights, either.

"A great nuisance on Sunday is the churches. When we encounter one in our territory we simply go into it and see if they are holding their services. Sometimes they will tell us that they are not convening for ten or fifteen minutes yet; so we utilize that time.

"Another nuisance is in the form of police officers who take it upon themselves to come out and say that they have been sent to stop us. We then close up and go directly to the chief or other superior city officer. Sometimes, as very recently in the city of ——— and also in ———, we learned that the officers had taken it upon themselves to stop the work, and we were told to continue. When an officer comes up in an abu-

(*Continued on page 2, column 3*)

Read Brother Rutherford's Letter at Memorial

Remember to Make Your Memorial Report

It is recommended that Brother Rutherford's letter "To the Faithful in All the Earth", appearing in *The Watchtower*, *The Golden Age* and March (1937) *Informant*, be read at the Memorial service of each assembly of the Lord's people, emphasizing the great privilege of participating in the actuality of what is to be commemorated in the symbols the anointed partake of, and the Jonadabs also joining in the field service.

The Society is anxious to receive as soon as possible a complete report showing the total attendance at Memorial, and of these the number who partook of the emblems. This can be shown on the report card for the month of April by each company servant, isolated pioneer or other publisher.

A Letter Comes with This *Informant*

Enclosed with this *Informant* is a letter which is to be read to all of the brethren at your service meetings during the remainder of March and in April. Let all consider what they can do to have a larger share in the witness work in accordance with this letter as company publishers, auxiliaries and pioneers. The letter should not be merely casually read, but given real consideration.

Are You Using Electric Signs?

Think of How Many Places You Could Put One

Just a little more than a year ago the electric signs were made available for the brethren to use in advertising the Kingdom message. Several thousand have since been supplied to Jehovah's people throughout the land, and these are being put to good use in the homes of the publishers, homes of newly interested persons, places of business of the brethren or of other people, at the companies' headquarters, various halls or other meeting places, and elsewhere, where they can be seen by people passing by.

It is quite evident that there are thousands of homes of the brethren, meeting places, and other locations where these signs could be used advantageously which have not been equipped so far. Do you have a sign in your own home? In your company headquarters? In the homes and business places of interested persons in your territory? At the various places where your service meetings, *Riches* studies, *Watchtower* studies and any other meetings are held?

Now there comes the new work with the phonograph records as outlined in Brother Rutherford's letter of January 16. A great many halls and other places will be utilized for these phonograph and transcription meetings. Here are splendid opportunities to use the electric signs, and certainly should be taken advantage of. Not only will the book *Riches* be advertised by the signs, but they will be an aid to the people in locating the hall or other meeting place where lectures and studies are held. This is the time of identification. The electric signs help to identify those on Jehovah's side.

This sign is manufactured by the Society. It has a beautiful white enameled metal cabinet 12 by 16 inches with a glass front, back of which glass the sign itself is inserted, through which an electric light shines. The metal cabinet is built in the form of a reflector, the electric light being located in the cabinet behind the sign and equipped with a flasher. The sign proper is made up in white, yellow, green and red, presenting a beautiful and striking appearance, and is good in daylight as well as at night.

The sign now reads:

HOW TO OBTAIN

RICHES

THAT ENDURE

Inquire Within

For local information the brethren may cut their own cardboard stencils with the proper wording and make up such additional inserts as they need. Keep busy the signs you now have, and obtain as many additional as you can use.

The Society will fill orders at once, shipped to any address, at $1.50 each, remittance to accompany order. The signs come complete with cord, flasher and electric bulb, and the insert reading as shown above.

All companies should order these signs through the company servant, and in sets of two, if possible, for convenience in packing and shipping.

New Catalog

A reprint of the catalog has been made, bringing it up to date. Beautiful illustrations of all books and booklets appear. It is well for the publishers to carry with them a copy of the catalog as a prospectus. The illustrations in the back of the *Riches* book can be used for the same purpose. Any brethren desiring a copy of the new catalog can order through the company servant. They can be had at 2½c each. A remittance should accompany all orders.

Has Your *Watchtower* or *Golden Age* Subscription Expired?

If it has you should renew, so that you may eat the food provided regularly through *The Watchtower*, which is the Lord's channel for feeding his people. *The Golden Age* continues to bring you information of real interest and news about the activities of Jehovah's witnesses. It will be greatly appreciated and help considerably if in renewing your subscriptions you will always use the subscription blank which is sent in *The Watchtower* and *The Golden Age* one month before your subscription expires. All the subscriber needs to do is to fill in his name and address and attach to his remittance and mail to The WATCH TOWER or The GOLDEN AGE. It will be given prompt attention. There is no need to send a letter with the subscription blank. Your using these renewal slips will aid in prompt handling of your subscription. Write plainly, and read your slip carefully after filling it out.

If associated with a company, renew through the local company servant; and the company servant will please read last month's *Informant* as to what he should do.

Notice

To avoid confusion and to insure prompt attention, address coupons forwarded to the Premium Dept., 17 Sussex St., Jersey City, N. J., *Attention of Grace Lee.*

Much confusion, and the possibility of the parcel's being lost entirely, will be avoided if this is done.

Territory

There Is a Lot of It for Pioneer Assignment

Spring and summer, open roads, busy country people, the time to get "out in the sticks" and carry the Kingdom message to those who are not in the territory of any company. This is the time for pioneers to get their summer territory, if they have not already done so, and the time for those company publishers to arrange to serve as pioneers if they can do so, and reach those sections of the country which cannot get the Kingdom message by personal contact unless isolated publishers go to them. Many pioneers who have been spending the winter in cities with companies will now be able to take to the road and witness far afield.

Much has been done in the southern states this past winter, while much of the territory of other states has not been reached at all during that time. Write us, and we shall be glad to give you definite information on the counties open in the states you inquire about. At the present time there is considerable territory open in the following states especially: Arkansas (northern), Iowa, Kentucky, Minnesota, Missouri, Nebraska, North Dakota, South Dakota, Tennessee, Virginia, West Virginia, and Wisconsin. There continues to be a great deal of business territory in all eastern states having large cities.

Reporting "Uncovered" Booklets

Some of the brethren have misunderstood how this should be done. A distinction should be made at the beginning, in this:

The special report requested by the Society applies only to the petition signers. All other *Uncovered* booklets placed are to be placed the same as any other booklet in the service work.

In your regular monthly report, pioneers, auxiliaries and companies are to report in their respective reports all the *Uncovered* booklets placed with the people, including them with the other booklets.

The fact that pioneers and auxiliaries in company territory are requested to give certain information to the company servant when the territory is covered does not change the regular report arrangement. Each group is to make its complete report to the Society of all literature placed, including the *Uncovered* booklets placed.

If pioneers or auxiliaries have failed to report all their *Uncovered* booklets in the past, thinking that this should be turned over to the company servant, they will please include in their next report all such booklets placed; and any company servants who have misunderstood the matter and included in their reports *Uncovered* booklets reported by pioneers or auxiliaries, they will please deduct these booklets from their next report, so that this matter may be straightened out.

The special report requested by the Society for April 30, or as soon thereafter as all the petition signers are called upon, should be as follows:

The Society assumes the obligation of providing the *Uncovered* booklets for all petition signers.

The companies are to supply sufficient copies of the *Uncovered* booklet to company publishers, pioneers, and auxiliaries for petition signers in the respective territories as shown on slips they hand out to these brethren.

When that territory is completed the following information is given to the company servant:

The number of *Uncovered* booklets placed with petition signers. Number of petition signers who contributed for the booklet, and the number who did not.

Company publishers and auxiliaries will turn in with their report the entire contribution received. Pioneers may turn in the regular pioneer rate for the *Uncovered* booklets for which they received a contribution.

Any of the *Uncovered* booklets supplied free by the Society for petition signers and given out and used by the publishers in the regular house-to-house work should be replaced with booklets ordered by the company, pioneer or auxiliary subsequently for their regular service.

The Society will supply each company with a special form on which to make this report in ample time for this report to be sent in. This form will be mailed to all companies with their March 31 Statement.

Radio Folder

A reprint has been made of the radio folder announcing the weekly transcriptions of Brother Rutherford. This has been brought up to date, having all the stations under contract listed. Radio folders can be used to good advantage locally by stamping right after the word "TELEPHONE" your local telephone number. This will give the persons receiving these folders the opportunity of phoning if they wish to have the phonograph service brought to their own home. If you so desire you can stamp a local address too. The thing we want to do now is to give all the people opportunity to contact Jehovah's witnesses, that they may be fully informed of the truth. The pioneers will be furnished these folders free on order. To companies, 40c per thousand.

Pick Up Your Shipments

Pioneers, auxiliaries and company servants should always have in mind that the Society ships the cheapest way. If by freight, then a bill of lading is sent to you and you know on what railroad it is coming. If the shipment is too small for freight, then it goes either by mail or by express, whichever is the cheaper. Please be on the lookout for both these places when you have placed an order. Sometimes shipments are left to lie in the express office and cartons are returned by the express company, informing us that the party is unknown and that no call was made. Always be very careful to make inquiry at both places, post office and express office, especially if you are leaving town, and in that event leave your forwarding address.

(*Continued from page 1, column 4*)

sive manner and demands that the program be shut off, we have sometimes told him to turn the key himself and stop the program. We say this nicely, as if we didn't care, but they will never do it.

"Our best results have been obtained by going in a very informal way to the proper officer in a town and merely telling him that we are scheduled to use the sound car of Jehovah's witnesses in his town, and inviting his co-operation so that we may use it most effectively. It sometimes happens that the officer in question will say it can't be done. In this case we do not dispute the matter with him, but just say cheerfully, 'All right, but will you please give us a copy of your ordinance to that effect so that I may file it with my report of my day's activity, as a reason why I did not operate here?' In nearly all instances there is no such ordinance, and this places the officer in a very awkward position. He will usually tell you to go ahead until he gets a complaint.... Where an ordinance is shown us which apparently does not cover sound cars, we politely ask the officer to please underscore the portion which applies to us, as we are unable to understand it and could not explain it in our report. This has always resulted in a compromise on the officer's part and we operate as usual. Even where a good ordinance does exist we are often permitted to operate. . . .

"One Sunday morning recently we went to ———, which has such an ordinance. I asked permission to speak to the chief. The chief told me of their ordinance.

"When he had finished saying that he was very sorry but he could not permit us to operate, I asked what would have happened if we had just gone ahead with our work instead of coming down here. He said they would have been compelled to come out and stop us as soon as they had a complaint. I answered that he was apparently anticipating complaints which I did not believe would be forthcoming. Then I told him that we would go right ahead with our work as if I had not talked with him, and if he had any complaints later on we would take it up from that point. As usual, we finished our day's work without interference."

INFORMANT

MAY, 1937 BROOKLYN, N. Y.

Jehovah's "Glittering Sword" Will Strike God's Enemies

Who Will Survive?

Another Testimony Period of Warfare

Honest-hearted Must Be Fed

Jehovah by his prophet states: "If I whet my GLITTERING SWORD, and mine hand take hold on judgment, I will render vengeance to mine enemies, and will reward them that hate me." (Deut. 32:41) Who is the "Glittering Sword" of the Most High, the One who will execute the judgments of Jehovah on his enemies, destroying those who maintain hate against Jehovah? The Calendar says: "Christ Jesus is Jehovah's 'Glittering Sword', with which unrighteousness shall be destroyed."

Directing the present warfare, Jehovah's "Glittering Sword" leads his people forward. The special testimony periods bear titles appropriate to the work to be done, and from June 5 to 13, inclusive, is the special testimony period designated "GLITTERING SWORD". Everyone who really loves the Lord, regardless of the length of time he or she has known of God's truth, has the privilege and is charged with the responsibility of sharing enthusiastically in the work of this important period, "GLITTERING SWORD."

"Glittering Sword" Literature

A remarkable combination of books and booklets will be used for this period. It is a special offer for the nine days only, and is composed of *Riches*, *Preservation*, *Protection*, *Uncovered*, *Armageddon*, and a colored-cover booklet, any one you desire, but *Choosing* is to be placed if the person does not already have it. Here you have a combination of two bound books and four booklets, to be placed on the special contribution of fifty cents for the combination.

Have a good stock of all of these on hand. With this *Informant* you will receive a special order blank, which is to be sent in at once, so shipments can be made and you will have your stock in plenty of time. The new booklet, *Armageddon*, will not be consigned, but you are to order what you want of them, a good supply.

If the person witnessed to has either *Riches* or *Preservation*, it will be all right for you to substitute in this case any of the other bound books to make up the complete combination at the special contribution. **If only two books and *Uncovered*** are desired the contribution can be forty cents, or the four booklets on a ten-cent contribution, for this period only.

The rate at which the pioneers now obtain the literature will enable them to make this special offer to the people, and so it will not be necessary for the Society to give them credit on the combinations they place. To enable the auxiliaries and companies to have this special offer, they should show at the bottom of their report cards for June the number of complete combinations of the two bound books and the four booklets they place during the nine days of the "GLITTERING SWORD" period on the special contribution of 50c. From these report cards we can give credit on the auxiliary and company accounts respectively of 8c and 6½c for each combination. Report in this manner all combinations, English or foreign.

In making their reports to the company servant, the company publishers should indicate on their report slips the combinations placed in the same manner, and get a refund of 6½c a combination, having obtained all literature from the stockkeeper originally at the regular company rate.

Of course, you understand that the *Uncovered* booklet is to be given to anyone who is unable to make a contribution, if he promises to read it.

In placing literature with people reading a foreign language, make up a like special combination in their language, using two bound books and three self-covered and one colored-cover booklet in that particular language. If necessary use two foreign bound books and the English booklets for the children in order to make up the special combination offer to these people not able to read English.

Riches and *Preservation* are printed in many languages. In case these are not in print in any particular language, substitute some other bound book. Order all the foreign literature you need.

Preservation is available in Arabic, Bohemian, Danish, English, Finnish, German, Japanese, Lithuanian, and Swedish.

Riches is available in Afrikaans, Bohemian, Danish, English, Finnish, French, German, Greek, Hollandish, Hungarian, Italian, Japanese (soon), Norwegian, Polish, Portuguese, Slovak (soon), Spanish, Swedish, Ukrainian, Yoruba — twenty languages.

(Continued on page 2, column 1)

"Exposed" over the Radio

Brother Rutherford Will Do It Nation-wide, Using More than 150 Stations

Your Part Advertising

The Hierarchy did not come through. Even though 2,600,000 persons signed the petition, the Hierarchy spurned it. This number represents only a small portion of those who would have signed had time allowed for us to call on them. However, all shall hear, whether it be by the calling at their homes with the records and phonograph, or by reading the booklet, or by the big broadcast. What a glorious work the Lord has given us, to expose the Devil's religion! For months now the Lord's organization has been arranging so that all might have the truth as set forth by Brother Rutherford in his lecture "EXPOSED". Excellent work has been accomplished with the phonograph and these records, and it will continue even more vigorously, as this work is gaining momentum every day. Now with this nation-wide broadcast, Brother Rutherford, by the Lord's grace, will speak to millions more over radio stations that the Hierarchy says we may not use. Your share in this big broadcast, in addition to other work, will be to advertise the 150 stations, or rather, the one station in your community. Here are some suggestions:

Between now and the end of this series of six broadcasts, mention Judge Rutherford's lecture "EXPOSED" to everyone you meet, whether this be in your regular door-to-door witnessing or in the shop, to the butcher, the baker, or whomsoever you meet. Tell them the station, the time and date. Remember, this is a big broadside being let loose on the Devil's crowd.

Radio Folders

The Society will be able to supply only the eastern sections of the United States with folders, as the time is too short to ship to all parts of the country, and stations are still signing up to broadcast "EXPOSED". Consignments will be made from Brooklyn only. When you receive your consignment of radio folders, distribute them to the best advantage. Use them in your regular witness work and always carry a few with you to give to your friends and acquaintances you meet. Shipment of these will be made around April 6.

Other Means of Advertising

Your sound car and your transcription machines are loud speakers and will make good announcers of this broadcast. Use them often in conjunction with all of your field activity. Make announcement of the broadcast at every meeting, and invite all strangers to announce the broadcast. Let's get everybody talking about "EXPOSED".

Signs can be used to good advan-

(Continued on page 2, column 4)

"Rise Up Against Her in Battle"

Phonograph Campaign Moves On Well

Are You Doing All You Can to "Let Them Hear"?

Joyful reports are coming in from all parts of the field regarding the special campaign with "Exposed" and "Religion and Christianity" recordings. The brethren are enthused beyond words at the prospect and possibilities of this campaign and are enthusiastically and systematically covering their territory assignments as outlined in Brother Rutherford's original letter.

The results obtained to date by those who have advised the Society have exceeded their fondest expectations. This, of course, is to be expected. It is the Lord's time for the work to be carried on, and his purposes will be accomplished.

Some companies, however, have not been so prompt in getting this campaign under way. Some of them have felt that they have no brethren qualified to handle the meetings; others feel that they should finish calling upon the petition signers before undertaking the campaign; while still others feel that this special campaign is only for large companies and does not apply to the smaller units. All of these objections are wrong.

Regarding the first one: Anyone with a knowledge of present truth and the Lord's purposes relative to the establishment of his kingdom can find sufficient information in the *Uncovered* and *Protection* booklets in support of each point dealt with, with an almost inexhaustible supply of additional scriptures and supporting arguments in *The Harp*, *Deliverance*, *Creation*, *Government*, *Hereafter* and other publications of the Society, so that for anyone who really wishes to apply himself there is no excuse for not being equipped to take care of these meetings. The most competent brethren, of course, should be used first.

Regarding the second objection. This indicates a lack of understanding. Both the work of back-calling on petition signers and this special campaign can be carried on simultaneously. In fact, the special campaign is directly connected with the petition work. Each company servant and service committee should arrange to have the names of all petition signers in each territory set

(Continued on page 2, column 1)

Armageddon
Who Will Survive?

Another New Booklet —and a Thriller!

This is a new booklet by Brother Rutherford, and, to say the least, it is a thriller. Every one of the anointed and of the great multitude in the Lord's organization will want a share in the distribution of this timely message. Brother Rutherford has delivered the lecture contained in this booklet in many parts of "Christendom", and people who were unable to hear him will be anxious to obtain this booklet. Many of the brethren in the United States will recall the shout of "Aye" in response to the masterly delivery of this most important message. Get your personal copy for study now, and be prepared for the next campaign. Remember, the resolution called for world-wide distribution. Let's get at it with real energy in the June campaign. Order NOW.

(*Continued from page 1, column 3*)

aside for this campaign work, arranged in an orderly manner and given to the publishers who are going to work that territory with the phonograph and literature, inviting the people to the hall provided. When the homes of the petition signers are reached, special invitations are issued to these and a direct connection can be established between the petition they signed and these special meetings, so that both works should go hand in hand.

The third objection is no objection at all. This special campaign is for all companies, large and small. No one has the right to withhold from the people in their respective territory this provision which the Lord has made for them; and any who persist in doing so cannot be pleasing to Jehovah. In this connection Brother Rutherford says in his letter: "Jehovah has given to his people this emphatic command: 'Rise up against her in battle.' With zeal peculiar to the Lord's house we must obey and will gladly do so." "All witnesses for the Lord must be unusually diligent to carry the truth to the people now, and this work must be completed before Armageddon, which will follow shortly after the Hierarchy has reached the zenith of its arrogance and power."

These are the Lord's instructions to his people through his organization, and are not discretionary, but entirely mandatory. Each and every unit must accept the responsibility for seeing that these provisions of the Lord are carried to the people in their respective territories.

There are some publishers who felt that if they had no phonograph they should not have anything to do with this special series. This is incorrect. All publishers who have phonographs should take them into the territory and use them as outlined in Brother Rutherford's letter. Those who do not have phonographs should take the literature (including in all combinations *Uncovered* and *Protection* booklets) and a special announcement of the meeting and work the territory with these, inviting all they contact to attend the meeting.

This special campaign is to be worked into every special period also. Do not drop the campaign and break up a series of meetings, expecting to pick them up again after the special period has ended. That would prove very disastrous to those meetings. With proper thought and careful planning this campaign can very easily be worked into each special period without retarding it in the least. In fact, the testimony period will be an added stimulus to this campaign.

Brethren having sound cars may use records P-101 and P-102 in their territory. As an announcement they may read the invitation on the special announcement slip inviting the people to the meeting in that area and let the publishers with the phonographs use the "Exposed" and "Religion and Christianity" records, P-61-a to P-96-r, in the homes and discuss them with the people for the present.

Let each and every one joyfully do his part in carrying this campaign to a successful conclusion. This campaign and Brother Rutherford's letter should receive consideration at each service meeting.

Phonograph Orders

It has been a real joy to see the zeal of the brethren in wanting to get into this new phonograph work, and their orders have literally "swamped" the factory. We are pleased to report that we are 2,500 orders behind in manufacturing. The force on phonograph production has been increased. Every effort is being made to get these orders out just as soon as possible. We ask all to be patient, as the orders are now being filled according to the date that they were received. Those of you who have not placed your orders, do it immediately; because the sooner your order is placed, the sooner it will come to the top of the list for shipment.

(*Continued from page 1, column 2*)

"Glittering Sword" Territory

Summer territory, such outlying rural or small-town territory as you have yet to go over to call on any possible remaining petition signers, and also with the new recorded lectures "EXPOSED" and "RELIGION AND CHRISTIANITY". All of these features of the witness are to be worked together. Plan the territory. Let all have individual assignments of city territory or other territory they can reach in addition to their work with witnessing groups.

"Glittering Sword" Sound Work

Sound cars, transcription machines and phonographs can be used to such a great advantage in this period. The entire set-up of the witness work calls for intensive sound service, especially with the phonograph at the homes of the people, and a thorough personal advertising of the "EXPOSED" meetings.

Just consider what Jehovah places in our hands at this time, and for this period. The big question is concerning Jehovah's vindication, Armageddon, and who will survive. For the people who must now be fed we have *Riches*, setting out Jehovah's provisions; *Preservation*, "disclosing Jehovah's provision for the protection and preservation of those who love him"; *Choosing*, aiding the people to make an intelligent choice; *Protection*, "from those who seek to hurt or destroy" the people; *Uncovered*, exposing "things which have deceived millions to their hurt"; *Armageddon*, showing who will survive; phonograph work of the "EXPOSED" and "RELIGION AND CHRISTIANITY" series; public meetings for the people of good will; records "Armageddon Survivors", "Value of Knowledge," and "Riches", as well as "Cleansed World".

Are you equipped with all of these instruments? Is your service committee 100-percent enthusiastic and pushing the work the Lord would now have his people do? Let every isolated publisher, and every company of the Lord's people, boldly and joyfully go forward, quick to follow the lead of Jehovah's "Glittering Sword".

How to Work Territory

Put In Hours

It seems well to give some consideration to the method of working territory. A survey demonstrates that some car drivers place publishers in the territory and leave them for four or five hours without calling back to see if they have sufficient territory, literature and other requirements, while other car drivers pick up their publishers every few houses and drop them down in another territory and thus the car is continually going and the driver is unable to do any witnessing. Both attitudes are extreme and entirely wrong.

The car drivers should have their territory checked up and should put the publishers to work with sufficient territory to last them two or three hours. They should call back, however, every hour and a half or two hours to see how the workers are getting along. This is necessary now when the phonograph is being used. Sometimes they get into homes where it is possible they may place all their literature or a good proportion of it. Therefore careful attention should be given to seeing that their stock is replenished.

The car driver who is continually picking up and dropping workers every few houses not only is wasting his own time when he might be witnessing but is also wasting a lot of money for gasoline that could be used to better advantage in the Lord's service. Therefore, all company servants should instruct the car drivers to give the publishers sufficient territory to last them for a few hours and then go to work themselves, and in about an hour or hour and a half make the rounds to see that all publishers have territory, literature, etc., and then go back to work again. In this way the publishers and the car driver are witnessing.

In working territory publishers should always work around the block to meet each other. The phonograph work makes this necessary. One publisher may use his phonograph and spend considerable time at three or four houses, whereas another one may be unable to use the phonograph and will cover considerably more territory, but if they always work around the block until they meet each other there will be no possibility of getting lost or leaving part of the territory uncovered.

Sound Car

When the publishers are working with the sound car the most effective results are obtained if the car is able to operate as a separate unit, if the workers go ahead with their territory, working according to the regularly prearranged system. The sound car will serve the given area, including that territory, but will not stop to contact the publishers or keep continually checking up with them. In this way both groups will have their work to do and they can go ahead and finish the territory with their respective equipment without waiting for one another.

All publishers should be agreed on the number of hours they expect to work when going out in car groups and set definite times for starting and meeting your group. Time these days is valuable.

Keep Names of Interested

Some of the reports indicate that brethren are following up petition signers and making no effort to retain the names of those who manifest considerable interest. This is wrong.

All of those who are called upon and manifest interest should be retained in your file in territory order, and they should be given out with that assignment of territory to the publishers, so that they may be contacted from time to time. This applies not only to petition signers but to all who manifest real interest. These names, however, should not be held by the individual publisher after that one has made several back calls, but should be turned in to the company and become part of the company's records.

Have All Your Petition Signers Been Called On?

With the March 31 Statement, which will be mailed out about April 10, each company servant will receive a form on which to make the special report of the *Uncovered* booklets placed with the petition signers in the company territory. Make out this report and send it in as soon as the petition work is completed, as soon after April 30 as possible, with the total amount of contributions received.

This special report in no way affects the regular reports by all publishers and the regular monthly report by companies of all booklets placed during the month by the company publishers, including *Uncovered* and all others.

Memorial Reports

If you did not make your report of the total attendance at the Memorial celebration, and of the number partaking of the emblems, on your report card for March, be sure to report this on your April report card. If you have shown this on your March card, it will not be necessary to repeat the report in April.

Help Light the Way with Electric Signs

This is to call attention to the *Watchtower* and previous *Informant* articles on the electric signs. Order all of these you can use. This is an additional means of advertising the Kingdom message, and the brethren

(*Continued from page 1, column 4*)

tage. These can be made locally, and put on your sound cars and automobiles. "Sandwich signs" will be tremendously effective each Saturday afternoon and evening in downtown sections of smaller communities served by stations listed. "RICHES" signs can be changed to advertise "EXPOSED". Stencils can be made locally, so that every electric flashing sign provided by the Society can be put to use in advertising this broadcast. Make mention of your local station, its call letters, time and subject. They could read something like this:

"EXPOSED"
TUNE IN
WBBR
6:30 p.m.
SUNDAY

Many of these signs can be worked up very attractively by different individuals in the company. These signs properly used will be very effective throughout the country at all times.

List of Stations

So that you may advertise locally through the above-suggested means, there are listed separately some of the 150 stations which Brother Rutherford will use by electrical transcription in this nationwide broadcast. Advertise vigorously the stations that best serve your locality. Three copies of this list are enclosed so all the publishers can be informed.

should take advantage of it to the fullest extent.

INFORMANT

JUNE, 1937 BROOKLYN, N. Y.

Records

Some months ago an order blank was sent out to all companies so that they might obtain the records P-61-A to P-96-R. Due to manufacturing a large number of these at one time, we were able to reduce the cost to the brethren. This supply of records is now exhausted, and ordering in small quantities to fill present requirements means a higher cost. Therefore it is necessary to ask the same amount for these records as for other discs, namely, $10.50 for the entire set of 18 discs. This change is effective June 1, 1937. If the brethren require replacements because of broken or worn-out records, these can be had at 70c each.

Spanish records are now in stock carrying the "EXPOSED" series and "RELIGION AND CHRISTIANITY". These should be used extensively in Spanish-speaking territory. The set of 18 discs PS-61-A to PS-96-R can be had at $10.50. In the Spanish we also have the records PS-97-A to PS-102. Many of the brethren will want to use particularly PS-101, 102 in their Spanish-speaking territory while witnessing, as this introduces *Riches* and the booklets *Protection* and *Uncovered*. These records PS-97-A to PS-102 can be had at 70c a disc.

Italian records also are now on hand. We have a supply of the following three discs: PI-1, 2 JEHOVAH, REBELLION; PI-7, 8 SOUL, THE DEAD; PI-9, 10 PURGATORY, RESURRECTION. These, too, have proved very helpful in the witness work. They are 70c a disc, or six discs to one address, $3.50.

Testimony Booklet

A new booklet has been printed by the Society containing a testimony for the books and booklets in 31 different languages, each page devoted to a language setting out the various publications in that language. It is bound in a heavy cover, so that it will last long. It also contains a full colored illustration of all the bound books and booklets. These testimony booklets can be had at 2c each; this to cover the cost of printing. Companies desiring these booklets should order them through the company servant. These testimony booklets are especially helpful in territory where many languages are spoken. The publishers should always carry one with them. At your next service meeting find out from the publishers how many want a copy of this testimony booklet. Order them with your next shipment of literature. A remittance should accompany this order.

Watchtower Studies

Company studies in *The Watchtower* should be arranged at the most convenient time for the members of the company. Suggestions heretofore made have been mere suggestions, and not commandments, of course. Some find it more convenient to have the meeting on Sunday afternoon; others, in the evening; but some companies, at other times. Let each company arrange for the *Watchtower* study as will best serve the Kingdom interests.

Clear the Decks for June 5!

"Glittering Sword" Period, June 5-13

Are You All Ready?

You Will Need Literature, Phonographs, Territory, Time

Nine days, June 5-13, are designated "GLITTERING SWORD" testimony period, a time for special effort on the part of all the Lord's people in pressing the fight for the honor of Jehovah's word and name, the present warfare. Feeding the honest-hearted with the truth of the Bible, and exposing the enemies of Jehovah with the message of truth, that is our work; and should not this most favorable season in June accomplish another tremendous witness? It is an occasion in which everyone who is on the Lord's side can have an active personal part. How many of the nine days can you devote to the field service during this period? Set your personal quota.

Many of the details of this campaign have been set out in the May *Informant*, which you are to have studied carefully, proceeding in accordance therewith. The schedule of service meetings for May provided a thorough study of that *Informant* at your service meetings. In addition to the arrangements of the companies as units, it is now up to each individual to make such personal plans as to enable the publishers to give the utmost co-operation in the campaign and put the greatest amount of time possible in the service.

Time is the thing, and it can be realized by taking the greatest advantage of the season of the year. All-day witnessing groups should be organized for every one of the nine days possible, and this will enable outlying territory to be reached to advantage. This will take planning, and wise distribution of the publishers in towns and rurals so that the automobiles in the rurals will not be overloaded for rural work, and so that the "Exposed" meetings can be properly advertised.

With this *Informant* you will receive the testimony card prepared to aid in presenting the special combination of literature for this period. The combination is placed on a contribution of 50c, and consists of *Riches, Preservation, Protection, Uncovered, Armageddon,* and *Choosing,* with such substitutions as are necessary as previously suggested, and the combination at this special offer is limited to the nine days only. Have your stock on hand and in the hands of the publishers. The company publishers are to obtain the literature from the company stock at the regular company rates. A refund of 6½c can be made to the company publishers for each complete combination they place, this refund to be made at the time they turn in their daily reports. Then on the report cards for the month of June the company servants and the auxiliaries are to note the number of complete combinations of two bound books and four booklets placed on the contribution of fifty cents during the period, and a credit will be given on the book accounts at this office. This credit will be 6½c and 8c respectively for companies and auxiliaries for each combination thus reported. Unless this report is made, no credit will be granted.

The "GLITTERING SWORD" testimony period follows one week after the Divisional campaigns held on May 29 and 30. The Divisional campaigns themselves should be an impetus to the testimony period, and advantage should be taken of them to this end.

This is an important time in which we are privileged to serve, and this is further emphasized in the opposition of the Devil and his crowd to the work now well under way, the "Exposed" campaign. He does not want himself and his organization to be uncovered. Hence the warfare, and in this the victorious one is and will be Christ Jesus, Jehovah's "Glittering Sword", under whose command we are privileged to serve. Surely this testimony period itself deserves our full support and participation, and will receive this of the faithful.

After June 13, What?

Work Rurals

"Exposed" Series

Lots of Work to Do

As a presentation, *Riches* or six booklets on a 25c contribution, supplemented with other books and booklets for the interested. The rurals need *Uncovered, Protection, Armageddon;* in fact they need everything.

This year's working of the rurals will require considerably more systematic planning than heretofore, because of the phonograph work. There were many petition signers in the outlying sections of the territory. If these have not already been contacted the territory should be so distributed as to reach them immediately, commencing, of course, with the section in which there are the most names.

The "Exposed" campaign is to be carried on in conjunction with this work, and your arrangements must be such as to provide for them. The series should be put on in every town and village in your territory, either on Saturday evening or on Sunday. Ascertain at which time you are likely to get the best audience. Arrange for a hall if one is available, as that method seems to be the best way of putting on the series. If no halls are available or if you believe you can get a better audience out of doors by putting on the series over the sound car or PTM, utilizing parks, courthouse squares or other places where the people are accustomed to assemble, make arrangements accordingly.

Work the territory in advance, as outlined in Brother Rutherford's letter, using phonographs and announcements during the previous week in the town and adjacent rurals, concentrating your activity particularly on Saturday afternoon and evening and on Sunday, by giving as wide a witness as possible at that time. Advertise the meeting over the sound car and PTM Saturday afternoon and night, when the people are assembled in town. Then put on your first section of the series. The following week-end do the same, advertising with the sound equipment and announcements, extending your activity further into the rurals, presenting the literature and handing out invitations to the meeting. Then the second section of the series should be put on.

During the first two week-ends a six-booklet combination may be featured. The third week-end, cover as much as possible of this entire territory with sound and invitations and offer the *Riches* book on a 25c contribution.

Your future activity will have to be determined by the interest manifested. If the interest justifies it, continue with "Religion and Christianity" series, leaving enough publishers in the territory to carry on these meetings and to make necessary back calls on the interested and generally develop the interest in that area while the majority of the workers go on and put on a similar campaign in some other area. Large companies can so divide their forces and equipment that they may have two or more of such series going on simultaneously. Publishers without phonographs should also participate in this work, using the invitations to the meetings and offering the literature to the people.

Invitation Folders

These are to be used extensively in the territory, offering them to the people when witnessing to them, leaving them where the people are not at home, distributing them from

(*Continued on page 2, column 2*)

"Just a Line to Let You Know

of the joyful experiences I am having with the phonograph in the business sections. As I walk into a business place I ask the manager if he has about four minutes to spare. Most times they will stutter around and say, 'What is it that you have?' but while they are stuttering I am setting up my phonograph and tell them that I have something that I want them to hear, and they will stay and listen until the record is finished.

"It has been a great joy to use the phonograph in the business section. I have placed much literature with the phonograph that I could not have placed otherwise. It helps to find the sheep. The Lord has placed the phonograph in our hands, and we should use it to his glory."

"I have had so much joy in the phonograph work, and, as the *Informant* says, 'one doesn't get so tired if one carries the phonograph and uses it.' I say, 'I would like for you to hear this,' or, 'I will play a lecture for you,' and then open the phonograph and put on the record, tell them the name of the lecture, and run it for them. I very seldom ask if they would like to hear it; for they seem to have all kinds of excuses.

"When arranging for back calls I say, 'I can come and play the phonograph for you,' or, 'I will come and play it for you.' If they do not make a definite date I ascertain when they will be at their place of business or home (I work business territory), and when they will be in a position to listen, and take it there. I am friendly and say, 'Well, I have come to play the phonograph,' and I run it for them. After playing one record I hesitate a little, and if they ask a question I answer it. If not, I repeat something said in the record about the establishment of God's kingdom on earth, the dead know not anything, or there is no trinity, then play two more records and do the same thing after each of them. Then I say, 'Here are the books that have this in printed form, and much more. You ought to have them.' They usually take from one to five bound books at a time, and they take booklets too. Then I say, 'We can come back next week at this same time, and you can invite anyone to hear.' At the second back call I show the books again and arrange for another back call.

"When I work homes I use the same method as in the business. I could tell you the most wonderful experiences we have had with the phonograph and how the people have taken books and booklets because of it, and how they enjoyed the lectures and were glad to arrange for back calls. It certainly is the most wonderful thing, and I thank Jehovah for this arrangement to bring the truth to the people."

Change of Address

When you move or/and change your address, send in the OLD as well as your new address, designating whether it is for *The Watchtower*, *The Golden Age*, or both. All you need is a penny post card, or you may obtain from the post office Form 22-B, which is provided by them free for this purpose, as it is a great help to the post office department to have the correct addresses on magazines at all times. All you have to do is put a penny stamp on this card, and the information asked thereon, and address to the Watch Tower or The Golden Age. Send your change of address two weeks in advance. If you do this there will be no delay in receiving your magazines. Pioneers will continue to send in their change of address as heretofore.

Phonograph Orders Heavy

The brethren in the United States, and, in fact, all parts of the world, are putting to use the phonograph and the new records. The brethren appreciate the importance of the use of the phonograph and therefore are ordering as they never have before. The orders received now will take about three months to fill, as we are filling them according to dates received. If you want one of the Society's portable phonographs, which are the very best that can be had for the Lord's work, place your order now, as it will be at least three months before you can get it. An extra force is working on the manufacture of these instruments. Our production enables us to fill orders for more than 1,000 a month.

Rebuild Your Wet-Battery PTM into No. 3 Sound Equipment

The Society has just sent out a letter to all PTM owners advising them that we are now in position to handle this work. Those desiring to take advantage of this arrangement should advise the office as soon as possible. If you have one of the wet-battery PTM's and have not received a letter and are interested in transforming this machine into a No. 3 sound equipment, write us about it. We shall be glad to send you one.

Two-Speed All-Electric PTM

The Society is now in a position to supply brethren who own the all-electric PTM with a two-speed motor for this equipment, which will enable them to put on the 78- as well as 33⅓-r.p.m. records. The cost of this motor is $10. With this additional equipment the all-electric machine is ideal for use at "Exposed" meetings or at any other place where alternating current is available. You can replace the motor yourself. There is no need to send the all-electric machine to the Society for this change.

(*Continued from page 1, column 4*)

the sound car and at sound meetings, or at any other time and in any other manner that may seem advisable. The folder itself contains a very pointed message even for those who do not attend the meeting. We have received a number of orders for literature as a result of their distribution.

Radio Folders

These also are to be distributed in each company's territory, but not at the same time as the series announcements, as too many things left with the people at the same time confuse them, and others decide that they will listen to the radio sometime and not bother to attend a series of meetings. Therefore, it seems best to keep the distribution of these two announcements separate. Radio folders may be given out at the final meeting of the series, in addition to covering your territory with them at appropriate times.

Driving Them Out into the Open

To the religionists who deceive and defraud the people, the message of truth is like the hornet's sting. It burns and itches, so that they lose caution, reserve and presence of mind and act without wisdom. In general, the priests, bishops and other ecclesiastical big shots have kept well under cover in the war against the truth. The dirty work is left to the politicians, judges and strong-arm squads. The clerics would not show themselves even when 2,630,000 people urgently invited them to fight it out in the open. But, now, the gentlemen of the cloth are being greatly tormented by the stinging truths of the "EXPOSED" series of lectures going forth to the people by radio and phonograph. As the clear-cut, decisive and unanswerable truths have gone forth the priestly racketeers have become frantic with fear. Their pastures are in danger of being spoiled, and they wail and weep because of the stings. Read a few samples and be glad.

Peter H. M. Wynhoven, who designates himself a "Right Reverend Monsignor", greatly frightened the management of WNBO, New Orleans, with a distinctively Catholic threat of boycott.

Edward I. Halahan, who is chief collector of a parasitic growth called "Saint Bernard's Church", let out a fearsome squawk and immediately put his "Catholic daughters" at work on a distinctively Catholic job of suppressing free speech. One Callistus Selbark, male but wears skirts, of Bloomington, Ill., yelped loudly that he was insulted. Bishop (?) Desmond howled mightily against KALB of Alexandria, La., and immediately left for Boston "for needed rest". And so it goes. Catholic Action, with its beskirted prelates out in front for a change, thinks it can stop the downpour of truth by bulldozing methods.

A few stations became fearful and ignominiously canceled their contracts. A great majority of stations are standing firm, and still sending forth the "EXPOSED" series for the benefit of people of good will. Therefore, brethren, rejoice, take courage and continue to press the battle to the gate. Continue to shout against her. Co-operate with the radio stations. Advertise the programs. Keep the phonographs busy.

Six Months' Comparison 1937-1936 of Activities of Companies, Pioneers and Auxiliaries

	1937	1936
Books	660,855	604,116
Booklets	5,619,201	7,755,036
Total	6,280,056	8,359,152
Av. pioneers	1,858	1,782
Av. auxiliaries	804	748
Av. comp'y pub'rs	18,476	17,367
Total publishers	21,138	19,897
Total Hours	2,415,138	2,319,844
Total Obtainers	3,473,620	4,285,498
Sound Attendance	4,073,972	6,031,611

Consider the above. Note the increases over last year, and the decreases. Every company servant and service committee should carefully analyze their own activities and compare with the above and bring these matters to the attention of the company. Pioneers and auxiliaries should also compare their efforts this year with last year. It is very gratifying to note the increase in number of publishers and that the total number of hours in the field has increased by nearly 100,000. The question arises, Why are the booklets 2,000,000 behind last year's six months' total? We have had two new booklets this year, *Protection* and *Uncovered*, and now comes *Armageddon*. Can your company make up in the next six months the deficit of the first six? Are you doing more work with the sound equipment, or less, than last year? Should we not have as many listeners, if not more, with all the extra phonographs in use and more sound car equipment? These are some questions for your consideration. The report for April, we hope, will wipe out a considerable part of this deficit.

Do You Renew Your Subscriptions Promptly?

It is a great help to the brethren in the office who handle subscriptions for *The Golden Age* and *The Watchtower* if you send in your renewal promptly. One month before your *Watchtower* or *Golden Age* subscription expires, a numbered renewal slip is pasted under the front cover. Fill out this slip, printing your name and address plainly thereon. As soon as you receive this notice of expiration in the magazine, mail it with your remittance to the Watch Tower or The Golden Age. The sooner sent in, the better.

It is also very helpful to the Society if in large companies the *Watchtower* and *Golden Age* subscriptions are turned in to the company servant or to someone appointed to take care of this matter. Where such a person is appointed, the subscription slips should be sent in once a week, being sure that the individual slips are properly filled out. The subscription slips should bear the signature of the company servant on the line marked "Signed", and these should be attached to a letter itemizing the subscriptions enclosed therewith, and sent in with one money order or check covering the entire amount. However, if no one in the company has time to do this, then the individuals should, of course, mail them in direct as soon as they get their expiration notice.

Please do not include in the middle of letters taking up other matters your subscription for *The Golden Age* or *The Watchtower*. All we need is the subscription blank and your remittance. The one exception is in the case of companies as mentioned above, which is a convenience to the office; otherwise send your slips in promptly, please.

"Exposed" Campaign

The correspondence received at the office indicates that some of the brethren become discouraged because they do not see the attendance they anticipated at the first meeting, and quit the series entirely as a result. This should not be. Persistence will bring results. The most successful meetings are those in which there has been persistence. There is a tremendous amount of prejudice in the average mind, which must be dispelled before the people will put themselves out to any great extent. Calling back upon the same people three or more times with the phonograph will do much to dispel this prejudice. By going over this territory three or more times you have opportunity not only to contact these people that many more times and to aid them to get a proper understanding of the Lord's purposes, but also to dispel any additional prejudice that might be developed by the Devil or some of his agents' calling upon them in an effort to discourage their attendance at the meeting. In the final analysis the attendance at the meeting is only one factor of the work that is accomplished as a result of these series; therefore, persevere. There is no question that the time is here when the Lord is going to assemble the great multitude. Joseph's brethren are in need of the provisions the Lord has for them. Let each one go forth with faith and confidence in the Lord, and not become faint-hearted because what they think should be accomplished in the manner they think it should be done is not manifested.

After June 1 the "Exposed" series may be used on sound cars or on PTM's for outdoor witnessing in parks, at beaches, in camps, or anywhere else where these series may be put on to advantage.

INFORMANT

JULY, 1937 BROOKLYN, N. Y.

!Thrilling News!

Six Bound Books on a Contribution of One Dollar

Special Offer from July 1 to September 12

Here's an Opportunity to Show Your Zeal for the Lord

750,000 Bound Books Our Goal

For a long while now the publishers have been stressing *Riches* on a contribution of a quarter, or three booklets on a contribution of ten cents. More than three million of the *Riches* book have already been printed, and most of them distributed to the public. Many of these people have now read *Riches* and would like to learn more about God's kingdom. Many others have received one, two, three or perhaps six or more booklets; but what about the other BOUND books concerning the Kingdom? It is important that these people continue their study of God's Word; and to aid these people to get BOOKS, an amazing offer is made for the months of July and August and the first twelve days in September, which applies to both English and foreign books. This offer is as follows:

ANY SIX BOUND BOOKS
on a contribution of $1.00;
ANY NINE BOUND BOOKS
on a contribution of $1.50;
ANY TWELVE BOUND BOOKS
on a contribution of $2.00;
THE ENTIRE SET OF FIFTEEN BOOKS
on a $2.50 contribution; or
ANY SIX BOUND BOOKS and SEVEN BOOKLETS on a contribution of $1.25.

If anyone is unable to contribute a dollar, then drop to three bound books on a contribution of fifty cents or seven booklets on contribution of a quarter, but all the publishers should first offer SIX BOOKS. These six books may be any six of the fifteen bound books written by Brother Rutherford. For that reason we urge all publishers to carry along the entire set, so the people can make their selection, or at least have complete sets available in your car. Those who are unable to carry all fifteen of the books will find an excellent opportunity to use the illustration in the center of the testimony booklet or in the catalog which exhibits all the books and booklets in full color. Special testimony cards for six books are being sent along with this *Informant*.

Heretofore we have had special campaigns of three books on contribution of fifty cents, but never an opportunity to place ANY SIX of Judge Rutherford's books on such a contribution rate. Can we place books in such large combinations? There's every reason why we should. Let's try! One thing is sure: if we talk only one book to the people, we won't place more than one book. If we talk three books, we won't place more than three books. Let's talk SIX BOOKS, then, from July 1 until September 12. In addition to the extraordinarily low rate, here are some other reasons why you should be able to place six or more books at one time during this special campaign:

1. The Phonograph

Thousands of the brethren now have the new phonograph which they have become accustomed to using regularly in the witness work. We don't have to tell you what a big aid this is in placing BOUND BOOKS. You've found that out for yourself. The phonograph cuts down the number of calls per hour, but these calls are more productive. Heretofore the biggest difficulty in placing more than one bound book at a time was that we couldn't get enough time to exhibit them, especially in towns and cities. However, that difficulty is overcome when you get inside with the phonograph. After hearing one or more of the records with the message of God's kingdom the people are in a better mood to examine the books. During this campaign let every publisher who has a phonograph play the record P-102 RICHES first and then make a display of at least six bound books, including *Riches*. Then run other records if desired, answering questions that may be asked and going into a detailed explanation of how to use the literature and its benefits. If the person manifests more than ordinary interest, show him the advantage of securing nine, twelve, or even fifteen bound books. Remember, the entire set of fifteen books on only $2.50 contribution, during this campaign; and that's a small amount when one stops to think of the great value in these books. There isn't anything on earth that one could get with $2.50, or with any amount, in fact, that would bring him the joy and satisfaction he could get from a study of these books. Bring this point home to the people. If they can't take all the books at one time, make a back call during these ten weeks, so they can take advantage of this special offer.

2. Rural Work

This is the time of the year when we can put in lots of time. Time is

(*Continued on page 2, column 2*)

"Mount Perazim"

Witness Period, August 7-15

Right in the Midst of the Bound-Book Campaign

In his loving-kindness toward his people Jehovah blesses them with abundant provisions of spiritual food and privileges of service. A wealth of opportunities falls upon them from the 'opened windows of heaven', and this present time is filled with gift upon gift from the Lord's loving hand. "Glittering Sword" testimony period has just passed, the marvelous arrangement for distributing the bound books becomes effective July 1, and right in the midst of that special and important work Jehovah's witnesses and their Jonadab associates will be privileged to join wholeheartedly in the witness period of August 7-15, "MOUNT PERAZIM."

As Jehovah used David at Mount Perazim of old, the time is come when Jehovah through Christ will "rise up". Picturing the present warfare of witnessing against God's enemies and to the honor of His name, the battle of Mount Perazim accomplished a testimony to the Lord of Hosts. Thus is shown the purpose of the present work of witnessing. The special witness periods set aside throughout the year are especially blessed by the Lord, and they are shared in to the extent that each individual has a personal part therein. Just preceding the Columbus convention by a month, the united efforts of all the brethren during "MOUNT PERAZIM" witness period are a fitting forerunner of the united efforts of the brethren assembled at the convention itself. Take full advantage of this provision of the Lord.

The bound-book distribution will receive a great boost because of this witness period. It will greatly aid in moving your large storage stock. The special offer of six books on a contribution of one dollar will be the big feature during "MOUNT PERAZIM", and a good portion of the distribution should be accomplished during those nine days. All the advantages that the summer season brings, and there are a great many, should be utilized to make this period the high point of the year in hours in the field and books left with the people. Warm weather, long hours of daylight, time off from secular work, all territory accessible—make the most of these. Plan your work, your territory and your stock of literature. Arrange for the two Saturdays and two Sundays to be four full five- or six-hour days in the field, and GET IN SOME REAL TIME during this most favorable season. Arrange all-day witnessing parties every day possible.

As the many features of the service have been worked out by the companies during the past testimony periods of the year, the local organizations should have been brought to smooth and efficient operation. Every part of the witness work, house-to-house with literature, phonographs, back calls, "EXPOSED," and all details, should by now be in operation in all the companies; and they are, in all companies that have gone ahead in accordance with the campaign as outlined during the past months. Apply all of these to "MOUNT PERAZIM" witness period. Let everyone "rise up", taking his place and doing his part in the warfare now on.

Seven Booklets on 25c Contribution

A Standard Combination for July 1 and Thereafter

Three Self-Covered and Four Colored-Cover

Booklets should not be overlooked at any time in the witness work. They are important; their message is now due to be brought to the people; they stimulate the reading of bound books, and should be left with the people on all occasions possible, in combination, or singly when several cannot be obtained.

To aid the publishers in presenting combinations of booklets, standard combinations as follows can be offered on the contributions designated:

On July 1, 1937, and thereafter, the standard combinations will be: Three self-covered booklets and four colored-cover booklets on a contribution of twenty-five cents. Also, three booklets may be placed on a contribution of ten cents, as heretofore.

This applies to all booklets, English and foreign languages as well.

Watchtower and *Golden Age* Subscriptions

Many of the subscribers for *The Golden Age* are not familiar with *The Watchtower*, and in contacting these, as well as other interested people, their attention should be directed to *The Watchtower*, and their subscription taken. In many companies, some of those who regularly attend *Watchtower* studies do not have their own individual copy. The studies will be of even greater value to these if they receive *The Watchtower* personally, each issue.

Continue to bring *The Golden Age* to the attention of all interested persons, and particularly in making back calls.

Check Your Stock of Books

Place Those of Which You Have the Most

Every company should take an inventory of its stock of books and then advise the publishers, so they can stress the books of which they have the most. Many of the companies have large stocks of books in storage. The bound-book campaign during July, August and the early part of September will furnish a good opportunity to dispose of this surplus stock. Place the literature you have on hand first, and then when you begin to run low, order more from the Society. Keep a supply of all the bound books on hand, but push particularly those of which you have the most.

Where pioneers are working in the vicinity of companies we will arrange for them to take over part of the company stock. However, pioneers should send all their orders to the Society as usual, and we will furnish instructions to the company servant when to make a transfer. Pioneers who are working in company territory, or near a company, and could conveniently pick up their books from the company stock if so instructed, please so state on your orders, and we will arrange for a transfer to be made.

Phonographs and More Phonographs

The enthusiasm and results with which the brethren have taken hold of the phonograph campaign are thrilling. We have made and shipped well over 10,000 phonographs. In fact, we are well on the way to the 11,000 and they are still going strong. The orders for this period were for between 13,000 and 14,000 machines; so we are still behind, but striving hard to catch up. Do not let the fact that we are behind on these orders deter you. Keep pushing the battle to the gate. Send in your orders, and we will get them to you as fast as possible. The phonograph is a very decided factor in the "strange work" the Lord is now doing in the earth. Every publisher who possibly can obtain and use one should have a phonograph.

Have Businessmen Read *Uncovered* and *Protection*

These booklets are important to all people in all territory, and are to be left at every opportunity, in residential, rural and business districts. What we now have in mind particularly is the necessity for these booklets' being left with business people of all kinds. It is important that pioneers or others who are witnessing in business territory get the message of these publications into the hands of the business men and women.

Many commercial, professional and governmental people are awakening to the baneful power and influence of organized religion. Regardless of the number of them that may manifest good will toward God, all should have their attention directed to the testimony of God's Word as set forth in *Uncovered* and *Protection*.

Publishers in business districts, leave these booklets in all combinations of literature possible. Even if no bound books are taken and you place booklet combinations, include these two, also *Armageddon*. When more literature is not desired, try to leave *Uncovered* and *Protection* at least. By including *Armageddon* you have a combination of three essential booklets on a contribution of ten cents.

Rates to Publishers During Special Campaign

During the period when six bound books are offered on a dollar contribution, the rates to company publishers and auxiliaries will be 5c less than the usual rates. The pioneer rate will be the same as usual, as it is already very low. All invoices for books will be made out at the regular rates, and credits will be placed on company and auxiliary accounts based on the bound books placed in combination and reported on your report cards. This 5c allowance per book will be credited on your account monthly, unless otherwise stated on your report card. It is therefore important that accurate reports be made each month if you would receive proper credit. Credits will be based on the number of books reported placed in combination.

Therefore please show at the bottom of your report card for these three months, July, August and September, the number of bound books that have been placed in this special combination. July and August will, of course, cover the entire month. In September the combinations will apply only until September 12. Any books placed after that date are not to be placed in special combination, and are not to be reported as such.

Take Care of Your Phonograph

Some of the brethren are writing to the Society saying that their phonographs rattle when running records. This is in the reproducer. Please keep in mind that these reproducers are delicate instruments and must be handled with a reasonable amount of care. They must be put in their proper place securely and should not be banged around. They can be damaged easily by a slight bump on the part that holds the needle. The diaphragm is easily damaged if handled roughly. We must take care of the instruments the Lord has given us, and it is suggested that everyone use the phonograph with care.

The reproducer heads can be replaced at the cost of 50c. We cannot repair damaged ones, because to repair them would cost as much as a new one. All phonographs are thoroughly tested before leaving the factory, and are packed well. You should receive them in good condition. The Society therefore cannot replace the reproducer free of charge unless complaint is made immediately on receipt of your phonograph.

(*Continued from page 1, column 2*)

always one of the essential factors in placing literature. It is also the time of year when the rurals are easy to get to. Many publishers find that they can spend 7 or 8 hours or more a day in the rurals to advantage. You can't call on the country people so often as the city-folk, but they will give you more time and attention. Make these calls count. In many of these places you will find it convenient to display all fifteen of the bound books. When you work in rurals, be prepared to trade for chickens, eggs, and other produce. With daylight saving time in effect a few evenings can be spent on nearby rural roads.

3. Business Territory

Pioneers and others who work in business sections should find no difficulty in placing many combinations of six books. Businessmen will appreciate the unusual value in six books on a contribution of a dollar.

4. Other Territory

In addition to the rurals and business sections, publishers may work in residential sections, in small towns, large cities, or wherever it is most convenient, during this campaign. Try to cover all your territory thoroughly, but if unable to get over it all during July, August, and the first twelve days in September, then try to cover those sections which have been least worked so far this year.

5. Back Calls

Back calls furnish another splendid opportunity to place bound books. Everywhere you go you should take the names of interested parties and arrange to call back on them at a convenient time. Many of the companies already have a good list of names of interested persons. Try to call on these during this special campaign and let them know about the special offer. With the long summer evenings back calls in the country and city territory will be a pleasure. Make several every week.

6. "Exposed" Meetings

At every public meeting where you play the records on "EXPOSED" or "RELIGION AND CHRISTIANITY" display a complete set of the bound books and booklets. Let the chairman make mention of the special offer of six bound books on a contribution of one dollar at the conclusion of the meeting.

Let every publisher, pioneer, auxiliary and company prepare immediately for this special campaign. Check over your stock. See that you have a good supply of every bound book. Emphasize this campaign at every service meeting. Discuss ways and means of placing more books. Have the publishers relate their helpful experiences. See that every publisher has a supply of bound books, new testimony card and other equipment for this bound book period; also plenty of territory. If in your group there are newly interested ones who have not yet started in the witness work, do what you can to help them take part in this campaign.

750,000 Bound Books Our Goal

Can we place 750,000 bound books from July 1 to September 12? We believe so, if every publisher will do his part. To illustrate: If each of the 2,000 pioneers on our list placed but three 6-book combinations per week; if 1,000 auxiliaries averaged only five 6-book combinations during the entire period; and if 25,000 company publishers averaged but two 6-book combinations and one 3-book combination, the totals would be as follows:

Pioneers	360,000
Auxiliaries	30,000
Companies	375,000
	765,000

Many publishers will be able to place more than the above amounts. Let's make this the greatest bound-book campaign we have ever had, by the Lord's grace!

Immediate Attention, Please!

We have learned that some of the records of the new series P-61-A to P-96-R were wrongly coupled together by the manufacturers. We have reports, for instance, that record P-75-O was coupled with P-78-R instead of P-73-M as it should have been, and consequently the record P-73-M covering the subject "Images" was entirely omitted from the series. Others have reported that they found P-75-O coupled with P-76-P. This also is wrong. The way these records should be coupled together, from P-69-I to P-80-B, is as follows:

P-69-I	P-70-J	P-73-M
P-71-K	P-72-L	P-75-O
P-74-N	P-77-Q	P-78-R
P-76-P	P-79-A	P-80-B

All brethren who have the new series of records, please immediately check the above numbers to see that they are coupled together properly as indicated. Do not go merely by the labels on the records, because the label may be right and the lecture wrong. Look first at the number on the label, then at the number that is stamped on the surface of the record itself, right near the label. These two numbers should correspond. In order to further check these records, we give below the first few words of each record from P-71 to P-78:

P-71 "It is wholly unreasonable to conclude . . . "
P-72 "There being a complete absence of proof . . . "
P-73 "In the Roman Catholic church organization images . . . "
P-74 "The Roman Catholic Church teaches that all priests . . . "
P-75 "Note now what the Bible says . . . "
P-76 "Chiefest amongst all liars is the Devil."
P-77 "It was the religionists amongst the Jews . . . "
P-78 "Laying aside your prejudice, if you have any . . . "

Please listen to the opening sentence of each of the above records and see if the words correspond to the numbers given. If not, kindly let us know which records are wrongly coupled together, so that we can have replacements made. Also give us the name of the manufacturer, shown on the label. This should be done immediately, so that we can make final adjustment with the manufacturers. In case you find your records are correctly stamped, then it is not necessary to advise the Society. We want these reports only where the records are wrong.

A Letter to Be Read to the Company

On July 1 each company is being forwarded a letter from the Society requesting them to make arrangements for their company organization for the fiscal year 1938. It requests that the service committee be chosen and, from among those chosen, three names of the most active ones be forwarded to the Society for consideration for company servant. While the organization is to be chosen, it will not go into effect, of course, until October 1, the beginning of the Society's fiscal year.

This matter should receive attention and be acted upon as soon as reasonably possible. The letter is mailed to the company servant, who is instructed to turn it over to the secretary, who will be responsible to see that the entire letter is read to the company. Where there is no secretary the company servant may do this himself.

Cancellation of Divisional Campaign

Due to the fact that the divisional campaign scheduled for September 4, 5 and 6 comes so close to the Columbus convention, this divisional campaign will be canceled. No arrangements, therefore, should be made by the brethren for any divisional campaign on those dates. This will enable the brethren to be better equipped to go to the Columbus convention.

Are you going to Columbus September 15-20? "Yes! My vacation's arranged. I'll be there!"

INFORMANT

AUGUST, 1937 BROOKLYN, N. Y.

"Mount Perazim" Period

We Are in the War Against the Adversary

Are You Equipped? Special Offer 6 on $1.00

There is a very definite relationship between our year's text and this special period. It was at Mount Perazim that David rose up against the racketeering adversaries of God in his day. At that time the Lord gave David the assurance that He would deliver the Philistines into his hands, and He did so.

At this time the anointed and their companions are going forward not in their own strength, but in the strength of the Lord. The Lord has instructed us and provided our equipment and shown us how to fight. We have the bound books, six on $1.00 contribution, and all the way up to 15 on a $2.50 contribution. By the time the "MOUNT PERAZIM" campaign goes on we shall have over 10,000 of the new phonographs in operation, in addition to the large number of sound car equipment. We have the records "Riches" and "Value of Knowledge" to introduce the Kingdom message and emphasize its importance. We have "Exposed" and "Religion and Christianity" for our follow-up work. This equipment is provided by the Lord for our use now.

That enumerated above is the main equipment to be used by everyone during this period, but, like every good army, we should also be prepared for emergencies where only small arms can be used effectively. Therefore, we should be prepared to drop down to three books on a 50c contribution, one on a 25c contribution, seven booklets on a 25c contribution, or three booklets on a 10c contribution. We are to show no quarter, but use everything we have and take advantage of every possible means to preach the Gospel.

Perazim means "a breach" or "breaking forth". It means the place of the Lord's breaking forth against Devil worshipers, the soothsayers, the Philistines, ancient and modern. Let the anointed and their companions everywhere, strengthened by the power of Jehovah, send forth the Lord's truth of the Kingdom by means of books, booklets, phonographs, sound cars, transcription machines, sound boats, electric signs, and everything else, until it breaks forth like a rushing torrent to destroy every adversary in its path.

What is our time going to be during this period? Pioneers, 40 hours; auxiliaries, 20; company publishers, 10 at least; and as much more as we are able to put in. Reread carefully your July *Informant* for details of the combinations, the territory to be worked, the proper method of reporting, etc. The company servants and service committees everywhere should give a lot of care and thought to the planning of this campaign. Your service meetings should be enthusiastic, and all preparations carefully arranged, as set out in the special outline for the month. Let's enter this fight with joy and renewed effort!

Advertising the Public Meeting September 19

Every automobile will want to have on it a large sign,

HEAR JUDGE RUTHERFORD'S LECTURE
SAFETY
12 Noon, September 19
Columbus Fair Grounds

The Society is arranging to make a large number of these signs in two colors. They can be had in two sizes: 6 inches by 66 inches, at 25c each; 17 inches by 66 inches, at 50c each. The smaller signs can be put on the bumpers of your cars, and the large ones can be fitted in a frame to be carried on the top of your car. Remittances must be sent in with orders, stating definitely the number of large-size and of small-size signs you require. If orders are sent in through the company servants we can mail them in larger quantities to the companies, thus saving considerably in postage. However, we shall be glad to send them to individuals anywhere at the above-named prices. Please get them before you come to the convention, so that you can advertise all along the way. It will have a very stimulating effect, particularly in Columbus and vicinity.

Send Your Subscription for Convention Report

Should Be In by September 1

As announced in *The Watchtower*, the Society has made arrangements with the *Ohio State Journal*, a local daily newspaper of Columbus, to publish a full page in that newspaper each day of the convention activities. This page will contain reports of the various high lights of the convention, and interesting pictures. Whether you attend the convention or not, you will surely want to read these reports. The five issues of this newspaper that will contain these reports of the convention will be mailed to any address for 35c. Even if you go to the convention, you will want to have these papers sent to your home address so that you can review the activities when you get back.

Send your subscriptions to the Watch Tower, 117 Adams St., Brooklyn, N. Y., and not to the *Ohio State Journal*. These subscriptions should be sent in as soon as possible, and by September 1 at the very latest, as there is much work to do in preparing the wrappers. It will be a convenience to the Society if individuals who are associated with a company will send all their subscriptions in at one time, with money order to cover. Name, street, city, state and country of each subscriber are necessary. Please write plainly.

General Convention

Columbus, Ohio, September 15-20

Will Be the Best . . . . . Are You Going?

The Watchtower covered the details of the convention, which all of you have read. There are just a few points the *Informant* wishes to bring to your attention.

Rooming Accommodations

It will greatly facilitate matters for the rooming committee at the convention if you make arrangements for your rooms prior to the convention, giving them the information asked for in the July 15 *Watchtower* and having them make your assignment in writing. The more of these that are made before the time of the convention, the less rushed this department will be at the convention.

Travel

The railroads and most of the bus lines have a special round-trip rate to Columbus for group parties when 25 or more persons travel together from and return to any one city. Going by coach, the round-trip fare is 1½ times the regular one-way first-class fare. The group does not have to return together or on the same train. This is also true of busses. Make inquiry locally.

Literature

There will be no need to bring any extra literature to the convention, as you will be able to get it there for the service work. You can bring with you a few books and booklets that you will use while traveling toward the convention.

Pioneers

If for some reason pioneers are unable to make the complete trip to Columbus they may work in company territory en route. Make your arrangements with the company, and not with the Society. Do not work company territory until you have first received permission from the company servant. If you need the names and addresses, write the Brooklyn office.

Pioneers coming to the convention may find it convenient to come part way shortly, to within 500 miles of Columbus, and work some of the territories that are open. These are listed below. The following counties are located within 500 miles of Columbus and have not been covered with the *Riches* book and should prove excellent for the six-bound-book combination. Ask for assignment.

MICHIGAN: Iron, Baraga.
INDIANA: Part Adams, part Wells, part Miami, Whitley, part Kosciusco, part Starke, and Fulton.
ILLINOIS: Part Kendall, Douglas, Effingham, and Calhoun.
WISCONSIN: Part Brown, Adams, part Manitowoc, Trempealeau, Buffalo, Richmond, Iron, part Pierce, and part St. Croix.
KENTUCKY: Trimble, Oldham, Shelby, Bullitt, Nelson, Larue, Metcalfe, Monroe, Clinton, Marion, Garrard, Rock Castle, Whitley, Knox, Letcher, Perry, Estill, Menifee, Morgan, Rowan, Hancock, and Lyon.
TENNESSEE: Chester, DeKalb, Grainger, Hamblen, Cocke, Greene, Unicoi, and Johnson.
ALABAMA: Morgan, Jackson, Cherokee, Clay, and Tallapoosa.
GEORGIA: Haralson, Chattooga, Dade, Gilmer, Pickens, Forsythe, Hall, Lumpkin, Union, Fannin, and White.
NORTH CAROLINA: Cherokee, Graham, Transylvania, and Madison.
VIRGINIA: Wise, Dickenson, Russell, Grayson, Bland, Giles, Highland, and Page.
WEST VIRGINIA: Jefferson, Hardy, Pendleton, Grant, Preston, Wirt, and Lincoln.

No provision is made to assign pioneer territory at the convention. All requests for territory should be in the Brooklyn office before September 1, so that you will receive your assignment before the convention. More than 700 counties in the country have not been worked within the last twelve months. These are available.

All roads lead to Columbus, and we hope that by the Lord's grace you will be on one of these roads. This convention will be the BEST!

Radio Announcements for "Safety"

Radio announcements advertising Brother Rutherford's lecture "SAFETY" from the Columbus convention will be supplied to all companies well in advance, so that they may be properly and judiciously distributed before the brethren leave for the convention. While we are anxious to have all of these announcements distributed, it should, however, be kept in mind that if they are distributed too far in advance much of their effectiveness is lost. Therefore plan this distribution carefully. Plan it so that all the folders are placed in the hands of the people, but keep it as close to the convention as practical without unduly interfering with the witness work and your coming to the convention.

On the west coast, where many of the brethren are leaving early for the convention, it may be necessary for the publishers to work well into the evening in this distribution work, as well as distributing the announcements during the day in their regular house-to-house witnessing. Undoubtedly the Lord has a message of vital importance for the people at that time. Therefore, see that it is advertised properly and effectively.

New Advertisements for Electric Flasher Signs

The Society has just designed and printed four new advertisements for the electric flasher signs. These are printed in three colors and are very attractive. All that you need to do to put one of these advertisements in your sign is to paste it on the outside of the glass. They can be changed weekly. These signs will be sent anywhere at the following rates:

1 set of 4 advertisements 10c;
3 sets of 4 advertisements 25c;
10 sets of 4 advertisements 60c;
More than 10 sets to one address, 6c per set.

These new advertisements can be used not only in the electric signs, but in many other places, as they make good daytime signs. Pioneers can use them on their trailers, and they can be put up in many places where it is not possible to have an electric sign.

Are You Using an Electric Sign?

The Society still has some on hand, and so that they may all get into use they will be supplied at $1.00 each with the four new advertisements. Order yours now and advertise. The Society will appreciate it if the company servants will take up this at the earliest service meeting and find out how many electric signs can be used in the company, and order these all at one time. Remember, a SET of the new advertisements comes free with the electric sign, at $1.00 each.

New Sound Equipment
Place Orders Now

Compact, Light, and Will Do the Work

The Society takes pleasure in announcing a new piece of sound equipment known as Sound Equipment No. 4 (SE #4). This new equipment is a 10-watt outfit having the following features:

Turntable, pickup, microphone and amplifier are in one all-metal case 16½ inches by 17 inches by 8½ inches (including the lid), weighing only 60 pounds. The amplifier is an improved type class "A" using two 6L6 tubes and one 6C8 tube. It is entirely battery-operated from a 6-volt storage battery of special low gravity type which will supply current for five hours of operation. Thus the equipment can be operated independently of the car and its battery. A charger also is furnished, for charging the battery from 110-volt AC house current. The horn furnished with SE #4 is similar to that used on the No. 3 equipment, but smaller and considerably lighter in weight. It can be supported on the roof of a car by eight rubber suction cups which are cemented to the top, thus eliminating the drilling of any holes in the car top. It can easily be lifted off the car by two persons.

This equipment can be had for $140. There have been many requests for a smaller and cheaper equipment. Quality has not been sacrificed in producing this equipment. It has 10-watt output and is amply strong for villages and for work in city streets. The Society will have a few of these on hand at the Columbus convention for your inspection. In the meantime you can place your orders. We hope to be able to make some shipments about October 1.

The Society is still prepared to rebuild your present PTM equipment which operates from a 6-volt battery into a sound car equipment No. 3. The Society will furnish a new power pack, horn and other necessary equipment, and will completely overhaul your present transcription machine at an additional cost of $80; with microphone, $90. For details, write the Society.

The "Exposed" and "Religion and Christianity" Series in the Rurals

This important work should also be pushed vigorously during the next few months. The Lord God is now exposing the various elements comprising the Devil's organization. This is done for the benefit of the people of good will particularly. The people in every territory are entitled to this provision made by the Lord, and every company holding a territory or assignment is responsible before the Lord to see that arrangements are made so that the people will have an opportunity to get this information. Not to do so is to withhold from the stranger his right. It is a great privilege to be used of the Lord for this purpose. During the summer months many of the brethren will want to use their Saturday afternoons and evenings advertising and putting on these lectures in small rural communities as well as witnessing from house to house Saturday afternoon and Sunday.

The "Exposed" work on Sunday should be planned and directed where it will accomplish the most effective witness, using the sound cars at strategic points in the territory, and phonographs in the regular house-to-house witnessing and back-call work, and transcription machines can also be used effectively by placing the loud-speaker on top of the car and putting on the lectures over that. Keep all sound equipment busy "Exposing".

Transferring Literature

The July *Informant* states the Society would arrange for companies to supply pioneers with literature whenever it is so possible. A good number have taken this to mean that they themselves could supply pioneers with literature without first obtaining permission from the Society to do so.

This is not the case. You are not to turn over any books or booklets to pioneers, auxiliaries, or another company, nor receive literature from any of these, except on instructions from the Society.

Pioneers or auxiliaries desiring to take literature from any company will please send their orders to the Society as usual, suggesting that they could take their stock from ——— company. The Society will then instruct all concerned if the arrangements are satisfactory. If not, other arrangements will be made to fill the orders. The transfers that have already been made improperly will be put through the accounts, but please do not do this again.

Recommendations for Company Servants

A letter has been sent to all companies, requesting them to recommend three names of brethren whom they consider qualified to serve as company servant during the coming year, and to forward this information to the Society by the latter part of July. Please see that this matter is taken care of and the information forwarded promptly, as much of the work pertaining to the appointments will have to be taken care of prior to the convention.

Notice to Operators of Sound Equipment No. 2

Brethren who have cars with sound equipment No. 2 mounted thereon, and who intend coming to the Columbus convention, should note the following: When taking long trips the generator should be set back so as to charge only about 4 amperes. If driving by night is contemplated, then have generator set so that the meter registers zero when driving lights are on. This will save not only the generator, but the battery as well. Driving with lights on in the daytime will save the battery but not the generator. If the brethren will give attention to this, then they will not arrive at Columbus with their generator burned out, and their equipment will be in good condition to use.

Don't Write; Read This

Frequent requests and inquiries on matters heretofore stated impel a restatement of elementary facts concerning enemy tactics.

New Ordinances

Every week or so someone writes in telling of a new peddling or soliciting ordinance and asks, "What shall we do?" Answer: Keep right on preaching the Gospel. If you stop for every new law you meet you will not do much witnessing. Don't let an ordinance scare you.

Arrests

Follow instructions of the Order of Trial, and when you report give us all the information asked for, to wit: 1. Copy of complaint. 2. Copy of ordinance. 3. Statement of facts concerning arrest. Keep on studying the Order of Trial. It's marvelous how much of it can be forgotten.

Sound Car Permits

"Shall we get permits for sound-car operation?" Certainly. That has been answered several times. "If they will not give us a permit, shall we go ahead anyway?" No. If a community wants to shut off sound-car noises it has the right to so do. We must obey. "They won't give us a permit for Sunday. What shall we do?" Take your sound equipment somewhere else on Sunday. The point is this: Caesar has the right to regulate or prohibit noises. Give Caesar what belongs to him by complying with such ordinances, as long as they are enforced without discrimination.

Company Towns

In some communities whole towns are owned by industrial corporations whose employees live in company-owned houses. Frequently the corporation will issue orders that the publishers may not go from house to house in its domains, on the theory that it owns the property and can dictate who may enter. The employee in such case is usually a tenant, the use of the premises being part of the pay for working for the corporation. The law is that where a tenant lives in property completely surrounded by land of his landlord the landlord must supply him and his callers with a right of way to and from his property. Such principle of law would seem to apply in the cases of these company towns, and therefore the corporation has no legal right to forbid your entrance to the houses of the employees.

Save the above valuable information and do not waste time by asking again the same questions here answered.

COLUMBUS CONVENTION SEPTEMBER 15-20
WILL BE THE BEST! ARE YOU GOING?

Report for "Faithful Warrior" Period

The report of the "Faithful Warrior" international testimony period, March 27-April 4, 1937, is very gratifying. Set out below are the totals of the reports received from 84 different countries throughout the world. It is interesting to note the increased attendance at the Memorial. It was hoped that more of these would be able to get into the field work. In your consideration of this report, we feel sure that every effort will be made on the part of all the brethren to get into the field during the next international period. In 1936 there were 46,209 publishers in the field. We sincerely hope that in October we can reach that 50,000 mark. The brethren working in the field are pushing the battle to the gate. Are you one of them? It is a joy to all of us in the work to push on in unity the interest of the kingdom.

	*1937	†1936	‡1936
Number —			
Att. Mem'l	73,004		71,451
Partaking	50,734		53,835
Pioneers	2,831	2,844	3,068
Auxiliaries	1,156	1,224	1,207
Co. Pub'rs	37,058	34,162	41,934
Total —			
Publishers	41,045	38,230	46,209
Hours	454,344	419,791	489,011
Obtainers	841,413	568,882	832,946
Books	44,991	132,142	235,153
Booklets	1,510,212	813,642	1,023,287
Literature	1,555,203	945,784	1,258,440
Sound Att.	539,577	411,870	584,760

*Total "Faithful Warrior" Period— Mar. 27-Apr. 4, 1937
†Total Testimony Period Oct. 3-11, 1936
‡Total Testimony Period Apr. 4-13, 1936

Following "Mount Perazim"

Continue with Books

The bound-book campaign of six on $1.00 contribution is to be continued. Cover your entire rural territory particularly with this combination. We do not get out to the country and call upon the people there as often as we do in the city; therefore this provision should be extended to the country people particularly. Use your phonograph to introduce the literature. Of course, if you do not have a phonograph, use the testimony card. Try to put on as many "Exposed" series among the farmers and country people as possible.

In view of the fact that a great many of the publishers throughout the country are contemplating attending the Columbus convention, making it necessary for them to travel a considerable distance and leave home early, this will mean that for two weeks, at least, their local territory will not receive the attention it ordinarily would. An effort should be made between now and the convention to make up for this by covering as much additional territory as you possibly can. Remember to move your storage stock!

NOTICE

The companies having a large stock of literature were recently written for inventories of their stock, so that they could be used as shipping points to fill pioneer and auxiliary orders during the bound-book campaign. If there are other companies having a large stock of bound books who wish to come under this arrangement, let the company servant arrange immediately to send to the Society's office at 117 Adams St., Brooklyn, an inventory of the company's stock. We will do what we can to reduce such stock.

INFORMANT

SEPTEMBER, 1937 BROOKLYN, N. Y.

Jehovah's witnesses at Columbus

Be There All Six Days, Sept. 15 - 20

Twenty Thousand Expected

Make Arrangements for Rooms and for Travel Now

Our brethren in Europe have prepared for the big convention on August 21-23. Brother Rutherford is in Europe now, and will have the privilege of serving at this convention. Brother Rutherford expects to return immediately after that convention, so that he may be here to serve in the great witness to be given at Columbus. What a joy it is to all of us to know that this year the Lord is arranging for the greater portion of his people on earth to be assembled in convention, that they may be strengthened to carry on in the war! What blessings are in store for us in America will be revealed beginning September 15. Be there the first day. By the Lord's grace, Brother Rutherford will open the convention.

Every arrangement for the comfort of the brethren is being taken care of by the convention committee. You recall the blessed occasions in times past in conventions assembled, and feel sure that the Columbus convention of September 15-20 will be the best. Are you going?

Advertising

Placards, automobile signs, bumper signs, handbills and your personal contact with the people will advertise the public meeting. Shortly, now, large signs and placards will appear throughout all the city of Columbus, advertising "SAFETY", Brother Rutherford's lecture of the 19th. Many automobiles throughout the country will be driving to Columbus and advertising on the way. Have you ordered your signs? The large sign, 17 inches by 66 inches, is 50c. The bumper signs, 6 inches by 66 inches, are 25c each. Company servants should order these immediately, so that you can be equipped before you get to the convention.

Book Room

A spacious building at the main entrance of the Fair Grounds will house the book room. There will be no need for you to bring much literature with you except that which you wish to place on the way. A good supply of Bibles, concordances and all of the Society's publications will be on hand. Samples of the latest model of the sound equipment, phonographs, electric signs, will be on display. These you will want to inspect.

Cafeteria

Extensive arrangements have been made to provide food for the entire convention. These meals will be provided at reasonable rates, and of wholesome food well prepared. We hope all the brethren will use the cafeteria, as this will make it possible for the Society to provide for all pioneers free.

Hospital

Some doctors and nurses have responded to the *Watchtower* notice concerning volunteers at the hospital. All doctors who wish to render service in this capacity, aiding in emergency cases of sickness or accident, report at the Red Cross Building on your arrival.

Immersion

Those who desire to be immersed should be sure to bring their own bathing suits and towels. Mention of this should be made in all companies by the company servant. Immersion will be early Sunday morning.

Memorial Hall

This beautiful hall is located in the downtown section of Columbus, and there will be public meetings held there every evening. This will be based on the "EXPOSED" series. To this meeting the public are invited nightly. It will be a great help to many of the brethren throughout the country to attend these meetings, so that when they return home they also can handle them in the same manner.

Orchestra

Good response has been had from many of the brethren and Jonadabs who play various instruments. A note to the Convention Committee, 117 Adams St., Brooklyn, N. Y., stating what instrument you play, your experience, and your desire to join the orchestra, will be appreciated.

Newspaper

The *Ohio State Journal* is the newspaper in Columbus that will carry a full page of convention news daily. Have you subscribed? Company servants should see to it that each one wanting the paper has his subscription in here by September 1.

Parking

When you arrive at the convention, please park in the space assigned for this purpose. Do not park in roadways. Please follow the instructions of the brethren who are directing traffic.

Pioneer Registration

The pioneers may register beginning with Monday morning, September 13. The pioneers should register on their arrival.

Radio

An excellent chain is being arranged for the broadcast of the public lecture on Sunday. Brother Rutherford will speak on "SAFETY", and thus far more than 80 stations have been signed up for the broadcast. Radio folders are being consigned throughout the country. Make arrangements for their distribution before you leave. Those who do not come to the convention should see to it that the folders are out and into the hands of the people by Saturday night, September 18.

Rooming Accommodations

Please arrange for your rooms through the rooming committee. Several of the brethren have made their own arrangements with rooming houses, and this has caused considerable confusion. These rooming houses have canceled their original promises to the rooming committee, and in turn the rooming committee had to notify the people to whom those assignments were made. This has caused extra work. The brethren at Columbus are working hard to give you the best service and accommodations possible. Please cooperate with them. To date accommodations are available for approximately 7,000 persons. They are still getting more rooms, but of those already available 2,000 have been assigned. Write now for your rooming accommodations.

Service in the Field

Thursday, Friday and Monday mornings are devoted to field service. On your arrival at the convention the car driver or one whom you appoint in your car to be the captain should immediately get the assignment of territory. Territory assignments are all issued in one building near the Coliseum.

Sound Cars

There will be considerable use for sound cars at the convention. There will be territories laid out especially for their use. Those brethren living at long distances need not bring sound cars unless they want to use them for transportation. All companies near by, within approximately 700 miles, should bring theirs for use on assigned locations.

Trailer Camp

Space is allotted for the trailer camp. Assignments will be made to the brethren as to where to locate when they bring their trailer or house-car. This camp will be arranged in an orderly manner, so that there will be streets of ample width to get in and out. Please park where assigned.

Transportation

Divisional servants throughout the country have been working to arrange groups of 25 or more to travel by train or by bus. Brethren traveling by this means should co-operate as much as possible to come to the convention, in order to get the lower rates. Those in the various areas desiring to come to the convention by train or bus should immediately contact the divisional servant by letter, so that he may know who are coming and how. Do not write the Society regarding transportation unless you desire to travel on the Bethel Special leaving New York at 8 a.m., Eastern Standard Time, September 11.

We know that there is a great blessing in store for all of us. Now is the time to make preparations and arrangements for your traveling and for your rooms.

After September 12 - What?

7 Booklets, 25c Contribution

From September 12 until the beginning of the "KING OF KINGS" testimony period, October 2, this combination of booklets should be pushed aggressively. This will be the final opportunity of the year to catch up in your literature placements, and particularly the total of pieces of literature placed. The booklets *Armageddon*, *Uncovered*, and *Protection* are of vital importance to the people. These three with four of the other booklets may be placed on a 25c contribution.

Those who cannot attend the Columbus convention should arrange as far as possible to be in the field every day of the convention. Immediately following Brother Rutherford's public lecture on Sunday all publishers should be organized and go right into the field, taking with them this combination of 7 booklets, and some *Riches* books, of course. To those who have heard "Safety", offer *Riches* and 7 booklets. That does not mean that the brethren should not work Sunday morning before the broadcast. If proper plans are made the brethren can get in a few hours' work in the morning in some parts of the country, and arrange to listen to Brother Rutherford's lecture in the territory at noon, Eastern Standard Time.

Year's Field Report Closes September 26

Mail Your Report Card on Following Monday

The fiscal year 1937, as far as company, pioneer and auxiliary reports are concerned, will close with your report of Sunday, September 26. The 27th, 28th, 29th and 30th will be carried over until October and be included with your October figures in next year's report. Therefore, immediately following the 26th the company servant is to mail his report promptly. This also applies to pioneers and auxiliaries.

If this is another case where the company servant or other brethren on the company service committee who look after the service work will not be at home from the convention, they are to make arrangements for this to be taken care of. All brethren who do not figure on being at home by September 26 should mail the report of their convention activity to the company servant so that it will be in his hands on that date, in order that it may be included in the September report of the company. Each one will kindly arrange to co-operate in this.

"King of Kings," October 2-10

First International Period of New Year

Who Will Be a Publisher?

Phonograph to Play Big Part in Witness

Jehovah's Word gives a description of the "King of kings" and his warfare.—Rev. 19:14-16, *A.R.V.*

Under the leadership of the "King of kings" and his heavenly army Jehovah's publishers throughout the earth will engage in further warfare of Christianity against Devil religion and racketeering. "Religion is an abomination in Jehovah's sight and the warfare of testimony must be made against it and in favor of Christianity. It is the time of 'His strange work'. Leading in this work is Christ Jesus, the Faithful and True Witness, who in righteousness makes war. . . . The King of kings and Lord of lords, the Righteous Ruler, has come and he commands Jehovah's armies. Christ will now magnify and completely vindicate Jehovah's name. Are you on the Lord's side? Then arrange your affairs to participate in this world-wide witness period." See 1937 Calendar.

The "KING OF KINGS" testimony period, October 2-10, will be the first international period of the new fiscal year. After the thrilling convention at Columbus all of Jehovah's people, remnant and Jonadabs, will be full of enthusiasm and zeal to engage in the largest international testimony period on record. It will be a season of great joy to join our brethren all over the earth in forward movement to further expose Jehovah's enemies. Let's all 'rise against her in battle'.

Literature

Special for only nine days, October 2-10: *Riches* and *Armageddon* to be offered together on a 25c contribution. If the people already have *Riches*, offer a seven-booklet combination including *Armageddon* on a 25c contribution. Feature also ten-cent combinations of three booklets, using one colored-cover booklet and two of the following self-covered booklets: *Uncovered*, *Protection*, *Armageddon*. Foreign *Riches* and booklets should also be made available to the people.

Presentation

Approximately ten thousand publishers in this country are now equipped with phonographs and discs. During this period every one of these machines is to be used in the house-to-house service. Carry disc P-101-102. First introduce the phonograph, present record RICHES (102), then offer *Riches* and *Armageddon*, on a 25c contribution. Following is a suggested phonograph introduction: Greet the householder and introduce yourself as one of Jehovah's witnesses or as a representative of the Watch Tower. Inform the party that the Watch Tower is aiding people of good will to understand the meaning of present-day events in the light of Bible prophecies now being fulfilled. Tell them you have a phonograph with you for this purpose, and a five-minute speech by Judge Rutherford; that you have come to present this message for them free of charge. Offer to set up the machine on the porch, or inside, wherever convenient. After the record is presented, introduce the literature.

Territory

Finish your rural territory and small towns during this period, as this is the time of the harvest and many farmers have funds to contribute for the combination. Sound cars should be kept busy every day sounding out the Kingdom message and preparing the territory for the field publishers.

Publishers and Time

In this land 36,285 of Jehovah's people, remnant and Jonadabs, assembled to celebrate the memorial of Jehovah's name. Surely every one of these should be publishing the Kingdom message. During the "Battle Shout" period, last October, only 18,742 shared in this warfare. This shows the possibility of almost doubling the publishers for the "KING OF KINGS" testimony period. All of us, young or old, remnant or Jonadab, should now join as companions and together shoulder the Kingdom responsibilities. All the new ones should be aided to participate, also. Those having physical difficulties or poor health may be able to put in only one or two hours, while the more able ones can aid in bearing the burden for the weaker ones by putting in more than the quota of field time. In some cases two publishers can cover one territory, the weaker one working the street floor while the stronger one witnesses to those living in the upstairs apartments. Junior publishers can aid the older brethren in carrying the phonograph. The quota for pioneers is 40 hours, auxiliaries 20 hours, and company publishers 10 hours, for the nine days. Field parties should be arranged for every day of the period. No one is exempted from Kingdom service now at this late date. If all the 36,285 would gather together as one big army under the "King of kings", Christ Jesus, and engage in the service, we would indeed have the largest report of Kingdom activity on record.

Back Calls

Jehovah and Christ Jesus are feeding the great multitude at this time. If we come across people who show exceptional interest in the Kingdom, we should take their names and addresses and arrange to call back on them in the evening with the "EXPOSED" series. Continually contacting these people of good will aids in their being fed, and strengthens them to take their stand firmly for the Kingdom.

Sept. 4, 5, 6, Special Three-Day Campaign

Your 15 Hours for September

As previously announced in the *Informant*, the divisional assembly scheduled for September 4, 5, and 6 has been canceled. Instead let us make use of this three-day "holiday" period (September 4, 5, 6) in pushing forward a vigorous campaign in our home territory. Each company should organize field parties for each of the three days, putting in five or more hours each day. All publishers to participate. Company publishers can get in their 15 hours for September before they leave for Columbus. Splendid opportunity for wide distribution of radio folders for the "SAFETY" broadcast. Ideal weather and opportunities at public gatherings for outdoor "EXPOSED" meetings with the sound cars. Last effort to place your quota of bound-book combinations. Use your phonographs and make your back calls with the "EXPOSED" series. Let us all try to make September a big month of Kingdom activity, get in our time at home early in the month, and then leave in a joyful frame of mind for the best convention yet, the Columbus convention of September 15-20.

Advertise "Safety"

Start Now with Radio Folders and Signs

Brother Rutherford's address "SAFETY", from the Columbus convention on Sunday, September 19, will undoubtedly be a message of great importance to the people.

The best way for you to have a share in this lecture is to advertise it. Advertise "SAFETY" at home, and on the way to, and at, the convention. For advertising at home the Society has provided some four million radio folders. These are all to be distributed at home. DO NOT BRING ANY TO THE CONVENTION.

Each company and each individual comprising the company should plan now and see to it that these folders are properly distributed before the convention. Those who will be away should see that their share of this work is taken care of properly before they leave. Each one should see to it that his responsibility before the Lord in this respect is properly discharged.

The shipment for all company publishers, pioneers and auxiliaries in company territory will be sent to the company. Pioneers and auxiliaries as well as company publishers are to draw on that stock for distribution. No shipments will be made to pioneers or auxiliaries.

Regarding advertising en route and at the convention: Reread the notice appearing in the last *Informant* regarding advertising signs. These signs are now available and should be obtained by all those who contemplate doing any advertising en route.

School Information Wanted

In connection with compulsory flag-salute cases we need to know the number of children of Jehovah's witnesses and Jonadabs of school age throughout the country. This means children from 7 to 16 years of age. Will each company servant send the information for his area on a post card as follows:

Number of school children for (insert town and state) is (insert number).

Those who have already given this information need not repeat.

Do not wait until school begins. We need the information NOW.

Repairs on Sound Equipment

Whenever something goes wrong with your phonograph, portable transcription machine or sound car that you cannot repair yourself, then write to the Society concerning the trouble. PLEASE give the serial number of the equipment; otherwise we shall be unable to assist you. The serial number is absolutely essential, so that we can determine the model. Will you please do this in the future, when writing about repairs? Please tell us what you believe is wrong. Several of the brethren have written in, "My machine doesn't work. What shall I do?" Please be specific.

Inventory to Be Taken September 30

Make It Accurate, Please

Enclosed with this *Informant* are two copies of the "INVENTORY OF STOCK" blank for each company organization, pioneer and auxiliary to show thereon the stock they have on hand at the end of September. It will be necessary for the average company to plan in advance for the taking of this stock. It may be in the far western points that the company servant or stockkeeper will be away. In that event competent brethren should be appointed to look after this, and such preliminary preparations as can be made should be made in advance, so that when the time comes it may be accomplished with the least possible confusion.

It is very important that this information be in this office during the first week of October, if at all possible. We are asking each company, pioneer and auxiliary to co-operate fully.

Special Notice Company Servant!

During the bound-book campaign pioneers and auxiliaries have been authorized to draw from the stock of certain companies such literature as they require for the campaign. This will apply up until September 1. All pioneers and auxiliaries who desire stock to last them to the end of the campaign should have it before that date.

Immediately after September 1 the Society is to be notified, on the regular "Transfer of Stock" blank, of all the literature that was taken over from the company. Each company servant will please note and forward this information. On receipt of the "Transfer of Stock" blanks properly filled out and signed the Society will make the necessary adjustment in the different accounts.

We are anxious to get all of these transfers in the office before September 6, if possible, so that all adjustments may appear on the September statement. Please co-operate fully.

Ten Months Gone

Hours Better than Last Year

Ten months of 1937 have passed and we find that the average number of publishers in the field has increased and that these brethren have put in more hours than in the previous year. The detailed comparison is set out below.

TEN MONTHS' COMPARISON FOR BROOKLYN OFFICE

	10 Months 1937	10 Months 1936
Books	1,162,129	1,364,094
Booklets	10,004,283	10,836,788
Total Lit.	11,166,412	12,200,882
Av. Publishers	21,828	21,515
Field Hours	4,348,362	4,278,900
Obtainers	6,109,019	6,571,504
Attendance	8,439,280	9,902,346

Books and booklets have slowed up. It is gratifying to note, however, that the report of July is better this year than last year. Bound books took a very healthy increase, jumping up to 194,000 for July. This shows what can be done if brethren work with bound books. Remember, we have the rest of August and the first 12 days of September to work with these bound books.

Monthly Statement

No monthly statements will be sent as of August 31. The next statement will be September 30.

INFORMANT

OCTOBER, 1937 BROOKLYN, N. Y.

Companions' Joy Filled to Overflowing

Brother Rutherford Points Out Clearly Line of Battle

Convention Far Exceeds All Expectations

Sessions Very Instructive

Brother Rutherford Instructs Companions in "Worshiping God"

The unity manifested at the Columbus convention was marvelous. Brother Rutherford opened the convention Wednesday afternoon and his discourse was interrupted frequently by hearty applause, which indicated appreciation and understanding of his pointed remarks concerning harmony in the companies and the doing away with all disturbers. It was a thriller. And then he introduced the *Model Study* booklet.

The *Ohio State Journal* has given you most of the details. You will want to read it carefully. *Consolation* will give you a summary of the convention, and the *Informant* wants to say just a few words.

All those who attended the convention went home with their guns loaded and they are better equipped to move into action now. October should find in the field the greatest number of publishers ever engaged in the field service at one time. The brethren left that convention ready to fight, not one another, but for God's kingdom. They went away from that convention equipped with new instruments of war, the book *Enemies*, the booklet *Safety*, the *Model Study*, and the first issue of *Consolation*. They saw at the convention the new sound equipment No. 4, for which many orders were placed. Through all the sessions of the convention practical information was given concerning the use of phonographs, phonograph back calls, the use of sound cars, how study meetings and service meetings should be conducted, and every evening during the convention a meeting, using the "Exposed" series, was held at Memorial Hall which was instructive to all attending. This convention was just one big training school, everyone there eager to get the mind of Christ, our "King of kings".

Brother Rutherford very clearly pointed out the line of battle in his many talks to the brethren. His Saturday's speech on Jeremiah thrilled not only the 20,000 in session at Columbus, but also thousands assembled in meeting halls in England and Australia. Immediately after this marvelous meeting where the Lord through Brother Rutherford revealed to us new truths, hundreds of cablegrams came from many parts of the earth, not only from the brethren assembled at these halls connected by private wire with the Coliseum, but also from brethren in little companies all over Europe and other parts of the earth who picked up the lecture on shortwave radio sets. This truly is the Lord's doing and is marvelous in our eyes.

Again on Sunday Brother Rutherford addressed the convention and thousands more by radio, delivering his lecture "Safety". What a day! What a crowd! What a witness! All this was arranged of the Lord and was further witness to His name.

On two occasions Brother Rutherford addressed the pioneers only, who are daily in the front ranks. This was greatly appreciated by them.

On Monday Brother Rutherford closed the convention with a question and answer meeting, and upward of 10,000 people were still there, eager to get the last words of instruction. Immediately after this very edifying meeting the brethren started for home to take with them the good news, the spirit of the convention and the joy of the Lord, their hearts burning with zeal as never before to carry out in the front line of battle the commission the Lord had given them. This convention closed the year, but its effect will be a strong blow against the Devil's organization during our next twelve months of activity. Never was there a convention of the Lord's people on earth to equal this one.

"Worshiping God"

The thrills did not end with the convention, nor the detailed instructions. On Sunday September 26, when Brother Rutherford spoke on "Worshiping God" over a nation-wide network he revealed the importance and scope of a tremendous work which the Lord's people have willingly undertaken to do. This lecture seemed to be the closing remarks of the convention, and, with most of the brethren back home in their regular territories, it was the clear command for action.

The *Informant* would like to say much more about the convention, but space does not permit. This convention of Jehovah's witnesses exceeded by far all expectations. The companions, Jehovah's witnesses and Jonadabs, left the convention with joy filled to overflowing, anxious to follow out the instructions they received, having clearly in mind the battle that is before them.

Convention "Lost and Found"

There were a number of miscellaneous articles left in the "Lost and Found" department at the Columbus convention. Anyone missing any articles at the convention will please write, and if we have them we shall forward them to you.

After October 10—What?

After the "KING OF KINGS" testimony period, which ends on October 10, continue to push the campaign with *Riches* and *Armageddon*, or seven booklets, on a 25c contribution. Let's try to make it 30,000 publishers for October, the first month of our new year.

A New Magazine

A New Name, a New Dress, a New Size

During his discourse to the brethren at the convention on Saturday Brother Rutherford made this announcement:

"Eighteen years ago, in the state of Ohio, at the Cedar Point convention, this month, there was launched the *Golden Age* magazine. That magazine has constantly and earnestly, by the grace of the Lord, endeavored to put forth the message that would comfort the people. The last issue of *The Golden Age* has appeared. You will not see another one."

At that moment there was a groan throughout the entire grounds, which was one of great surprise and deep regret. No greater compliment could have been given a magazine than this expression of disappointment on the part of the brethren. But within a few seconds that expression of disappointment was changed to one of great joy. Brother Rutherford continued:

"Wait a minute! All over the earth the people are in distress. They need comfort and consolation, and there will appear tomorrow morning upon the grounds of this convention a magazine in a better dress, called CONSOLATION! [Great applause from the audience] 'The Golden Age' is not a Scriptural name, but 'Consolation' is. By God's grace Jehovah's witnesses and his servants are messengers of consolation, and we hope that every instrument will be used to carry consolation to the hungry souls of this earth."

Convention Thriller

Enemies— Autographed Edition

On Saturday, during a most thrilling discourse on Jeremiah's prophecy, Brother Rutherford announced to 20,000 brethren, in attendance at the convention, the new book *Enemies*. He displayed one from the platform. The cheers and applause expressed to the fullest the brethren's appreciation of this new publication. Real joy was manifested by all who were able to obtain a copy. Within two hours after its release all of the 10,000 copies of the autographed edition of *Enemies* taken to the convention were gone.

You can, however, still get your copy of the autographed edition, which contains a personal letter written by Brother Rutherford. This letter is so pointed and sets out so clearly our commission. A contribution of 50c sent in immediately by individuals or through the company servant will bring this personal copy to you very shortly. Use the order blank enclosed.

And did *Consolation* go on Sunday morning? Twenty thousand copies were taken to the convention. Pioneers were privileged to distribute these. Every one of them was taken by the brethren. A good many of the public coming to the noon meeting on Sunday also obtained copies of the first issue.

All subscribers who have been receiving *The Golden Age* will now receive *Consolation*. It is a better magazine. The point is, How many new subscribers will *Consolation* have within the next few months? Every home of the anointed and Jonadabs should receive *Consolation*. All people of good will should be given sample copies, so that they too may subscribe. It is expected that the *Consolation* subscription list will increase rapidly. For sample copies of *Consolation* No. 472, use enclosed order blank.

"Safety"—the Speech—the Booklet

Before a packed-out Coliseum, in fact, before a packed-out Fair Grounds, Brother Rutherford delivered that thrilling lecture "Safety". Just imagine, 30,000 persons in the Coliseum, in the Grandstand, in orderly arranged rows of benches outdoors, thousands sitting in their cars and others sitting on the lawns throughout the entire grounds, listening with rapt attention, no one moving around, just keeping their ears tuned to the loud-speakers! What a meeting!

Of course, if you were not at the convention you heard the mighty shout of ayes and the applause, but only those who were on the grounds could appreciate this great meeting arranged by the Lord through his organization. There was delivered the message of the hour.

To show their appreciation, these people took away with them 22,000 booklets immediately after the lecture and made generous contributions for the publication of more.

The booklet *Safety* is now being printed by the millions, and you should order your supply now and get *Safety* into the hands of the people. Use the order blank enclosed.

"Worshiping God" Outlines Campaign

Phonograph Plays Big Part

The majority of the brethren throughout the country heard Brother Rutherford's lecture "Worshiping God", on September 26, clearly showing that the general radio work is finished and henceforth the brunt of the fight depends upon sound equipment. The chief work from this time forth, therefore, is pushing the Kingdom service work by means of sound, particularly the phonograph, and using this means to place the literature with the people.

The time has come when the phonograph should be a part of every publisher's equipment. The phonograph is a provision by the Lord for our use, the ignoring or neglect of which, for those who are able to use and can obtain one, is despising the Lord's provision. All should study Brother Rutherford's speech on "Worshiping God", which will appear in *Consolation* No. 472, that they may get a proper understanding of this great issue.

There were a large number of phonograph orders received at the Columbus convention, on which the factory is now working hard to get them placed in the hands of the brethren as soon as possible. All companies and other brethren who require phonographs should get their orders in NOW. First come, first served. There were also a large number of sound equipment No. 4 (SE-4) orders taken at the Columbus convention and which we are filling as fast as we can.

In this day of battle the Lord has provided wonderful equipment for His people. Surely "this is the day the Lord hath made". "Rise up against her in battle" with the equipment that He has provided. Let the anointed everywhere accept this great privilege of replacing the radio work with actual house-to-house visitation by the Lord's people, carrying the message in its recorded form for the people to hear and discuss.

Pioneer or Auxiliary Service

Pioneers 110 Hours, Auxiliaries 50 Hours per Month

At Columbus Brother Rutherford informed the convention of a group of pioneers to be chosen for special service. He referred to this group as a "flying squadron", but he has instructed this office to ignore that name and henceforth the ones specially sent to the field will be designated "special pioneers". This special service is now in process of organization, and all brethren concerned will be properly notified during the next few weeks.

At the convention Brother Rutherford further brought to our attention the great need of putting in more time in the field service. In fact, the entire convention was full of inspiration for everyone to get busy and give the Lord's service the primary consideration. Seventy brethren enrolled for the pioneer and auxiliary service during the convention. However, in view of the increased service with the phonograph, back calls, and aiding new interest, the field now demands more full-time publishers than ever before. There is sufficient isolated territory available to keep several hundred new pioneers busy day and night. Also many companies are writing in requesting pioneer assistance. At present the combined pioneer and auxiliary enrollment is 2,818, yet the field could sustain as many as 5,000.

The pioneer service is open for all those able to give their full time and arrange to serve an average minimum of 110 hours a month. Those in position to secure equipment such as a car, house-car or trailer may serve in the isolated territory or sections of the country where there are no companies organized at present. However, if you are able to meet the time requirement but do not have any equipment, this would not preclude you from joining the pioneer army, because assignments can be made for you to serve in your own locality or with the local company. If you can meet pioneer requirements either in isolated or in company territory, write the Brooklyn office now.

There are many brethren who are not yet able to be entirely free of secular and household obligations but could very easily arrange their affairs to meet the auxiliary requirement of 50 hours each month. This means putting in five hours a day for only ten days a month. Since the counting of back-call time and phonograph time is now proper, and as the evenings are a very desirable time to call on the people, the auxiliary service is within the reach of most brethren. Auxiliaries generally serve with the local company in its territory assignment and are a great aid in a stable and aggressive company organization. The auxiliary branch of the service could be doubled in number. Write the Society for further information on the auxiliary service, and a questionnaire.

The pioneer and the auxiliary service is open to all of Jehovah's consecrated people, whether they are of the remnant or are Jonadabs. The next few months should witness a great increase in these two branches of the service. If you are not a pioneer or an auxiliary publisher, be a good company publisher. We should have 30,000 publishers in the United States reporting every month.

Company Organization

There Is a Lot to Do

The company servant and service committee should be 'ensamples to the believers' in faith and diligence. They should take the lead in actual house-to-house witnessing with the aid of the phonograph and records. They should also give diligent care to looking after the Kingdom interests the Lord has placed in their hands.

Starting the fiscal year 1938 they should check and see:

That all company records are properly transferred to the new committee.

That proper and competent brethren are assigned to the various positions in the committee, and approved by the company.

That a proper inventory of the stock was taken and sent to the Society.

That such reordering is done as is necessary in order to balance the stock. Use the order blank enclosed.

That proper plans are made for the work of the fiscal year 1938.

That a quota of publishers is established. We should have 30,000 publishers in the field each month. If the company servant and service committee properly plan and aid the brethren everywhere into the service this can be done easily. Find out in a tactful and Christian way what is hindering many of the brethren from going out in the field regularly. It may be that it is lack of transportation or some other such thing in which the committee can aid them and co-operate with them.

See that a quota of hours is set, this to be based on 15 hours per publisher for the average number of publishers you had out during the year 1937.

Arrange for proper studies–*Watchtower* studies, *Enemies* studies, *Riches* studies. These should be conducted as outlined at the Columbus convention.

Chairmen should be appointed for all studies and thoroughly instructed on how they may co-operate with the service committee and company servant in helping brethren who attend the studies to have a part in the field service also.

Service meetings should be arranged for. Competent brethren should be chosen to conduct these meetings. Young brethren who have a vision of the Kingdom and the spirit of the Lord should be used in these various services.

Sound work should be carefully planned.

Check condition of all equipment.

Sound cars should be scheduled and planned for month by month.

Encourage having a phonograph for every publisher who can handle one, if possible. If that is not possible, see that the ones you have are rotated so that the widest possible witness is made by them.

Have all records and the speed of the various machines checked, and see that they are reproducing properly.

See if the territory is being systematically covered with the "Exposed" series. If not, arrange to have this done.

See that the company territory is properly zoned so that reasonable assignments may be made to the publishers and the territory may be properly worked.

See that the arrangement is built up so that no territory is held over three months by any publisher without finishing it or turning it in for reassignment.

See that proper arrangements are made for calling back on the people of good will who manifest interest; and see that a proper record of same is kept and these people are called on periodically and invited to any special meetings that may be held.

There is much to do this coming year. By the Lord's grace, it will be done.

"Vindicator" Testimony Period -- Dec. 4-12

150,000 "Enemies" -- 300,000 "Safety"

30,000 Publishers Needed

The One whom Jehovah employs to execute his judgment is the Executioner or Vindicator acting by authority of Jehovah. The keynote of the Columbus convention was to rise up against Jehovah's enemies in battle under the leadership of Christ Jesus, the great Vindicator. "The part that God's people perform in the war is to proclaim his judgment of vengeance soon to be executed, and also to inform the people of the only means of escape and safety, and thereby comfort those that mourn. *If you are devoted to Jehovah and his Kingdom you will do your part.* Armed in the holy cause of righteousness, equipped with the sword of the spirit, and instructed in the proper use thereof, and filled with wisdom and spiritual understanding, GO FORTH TO THE WAR, fully confident of victory through Christ Jesus our Lord and Jehovah's Vindicator." (From J. F. Rutherford letter in *Enemies.*)

Nine Days of Intense Warfare

December 4-12 has been set aside for nine days of intense warfare all over the earth. Begin now to make preparations for every detail, to be properly equipped for action. The new publications *Enemies* and *Safety* are to be featured for the first time during a special period. The phonograph and the new recording P-114 (ENEMIES) will serve as the means of introducing this new literature to the people. Get your phonograph ready, order your new disc, see that you will have sufficient *Enemies* and *Safety* on hand. Arrange your affairs, plan your time, and be on the firing line when December 4 comes around.

30,000 Publishers Desired

It is hoped that over 30,000 of Jehovah's people in this land will go forth to the war during this period and present *Enemies* to the people. During "His Strange Work" Period, April 4-12, 1936, when *Riches* was released for the first time, 140,491 volumes were placed with the people in those nine days. Can we place 150,000 *Enemies* during this period, with our increase in publishers and field time? Let us all try, and set our personal quotas of time and books accordingly. Our goal for *Safety* booklets is double that for the bound books; namely, 300,000. A copy of *Enemies* and *Safety* should be in the home of every person of good will. A copy of *Safety* should be placed with everyone who will read and study it, either with or without a small contribution.

Order Blanks

Enclosed with this *Informant* is an order blank for *Enemies*, *Safety* and the latest 24 phonograph recordings. This order blank should be filled out and forwarded to the Society as soon as possible. These publications will not be sent on consignment. You may start working with them as soon as you receive your order. Records P-103–P-112 cover the "Safety" speech delivered by Brother Rutherford. P-113 contains the resolution presented at the close of the "Safety" speech, and P-114 contains the special testimony for the *Enemies* book. Records P-115–P-126 contain the speech "Worshiping God", delivered by Brother Rutherford on Sunday September 26.

The regular company, auxiliary and pioneer rates will apply on the books and booklets, and the regular company and pioneer rates will apply on the recordings.

"Model Study"

On the opening day of the convention Brother Rutherford introduced a new booklet published by the Society entitled "Model Study". This booklet will be a great aid to every one of the Lord's people in carrying on "Exposed" meetings and those on "Religion and Christianity". The series of "Exposed" meetings at the Memorial Hall during the convention were of great help to all the brethren and were greatly appreciated by the public too. The importance of the "Exposed" meetings and the use of the records carrying Brother Rutherford's lectures were emphasized at the convention. The brethren will now use them more than ever before, and the *Model Study* booklet is going to be a great aid. Get your copy. Carry it with you in the service, and especially use it in your back-call work. It can be had on a contribution of 5c. Orders should be placed through the company servant. Use the order blank.

INFORMANT

NOVEMBER, 1937 BROOKLYN, N. Y.

"Enemies" for "Vindicator" Period

New Equipment in World-wide Use

30,000 Publishers Active December 4-12

New Book, New Booklet, New Records

A Time for Action

Let our battle cry ring out: 'Arise against her in battle'! The recent *Watchtowers* have called our attention to the fact that Jehovah through his servant Jeremiah announced God's ultimatum to the people of Jerusalem. He gave the people of Jerusalem time to amend their ways and respond to his ultimatum. He tolerated the unfaithful nation for a long while, but the time came for a showdown. That was a prophetic picture of "Christendom", the unfaithful crowd that claims to be God's people, and it is to "Christendom" that Jehovah's witnesses now deliver the ultimatum of Jehovah God. The Lord's servants do not add or delete any part of God's message, but state it as it is given to them. It is Jehovah's ultimatum.

Now comes the time for a world-wide witness with Jehovah's message set out in *Enemies* and *Safety*. Since the Columbus convention the factory has been working full speed ahead and some extra shifts in order to be sure that everybody throughout the world will be amply supplied with the English edition of *Enemies* and *Safety*. Hundreds of thousands of copies of *Enemies* and millions of *Safety* booklets are ready now for the "VINDICATOR" period. They are ready for you to take into action. Is your local organization prepared, and do you have your supply? Are you ready for action?

This is the first time that a world-wide distribution of *Enemies* is arranged. Every one of the witnesses of God will want a part in this "VINDICATOR" testimony period. The Lord through His organization has provided his people with new instruments of war to carry on in the battle. First we have *Enemies*, the new book, and *Safety*, the new booklet. These two publications will be offered on a contribution of only 25c. After this period, *Enemies* will be offered on a contribution of 25c, and the *Safety* booklet on a contribution of 5c. Then the record P-113, P-114 ("Enemies") sets out an excellent introduction and reasons why people should have the book *Enemies*. Use this record extensively during "VINDICATOR" period. After you have run the "Enemies" record, then run P-113, the last part of the lecture "Safety", which contains the resolution presented by Brother Rutherford at the conclusion of his speech on September 19. This resolution will unquestionably create a desire on the part of many of those hearing it to have you make a back call. After the first back call with the "Safety" records, then follow up with "Worshiping God", the "Exposed" series, and "Religion and Christianity".

The brethren speaking foreign languages are also well equipped. In almost every language the book *Riches* and a recent self-covered booklet are available, and then there are the new records in Arabic, Italian, Polish, and Spanish. Each publisher should know what his territory is going to be, and be prepared to serve these people with whatever language they speak.

Quota

At this time we do not know whether or not 30,000 publishers were in the field in October or how many will be in the field in November, but there is no reason why the quota for December should not be 30,000 publishers. If each one does his part and gets out even once during this period we shall reach that quota. Even if it is for only an hour, get out in this "VINDICATOR" period and place *Enemies* with the people. Company organizations should see that every one of the publishers who has ever been in the field is given the opportunity to get out into the field work.

If each one of these publishers, on the average, places only 5 copies of *Enemies* during this nine-day period, that will mean 150,000 copies of *Enemies* distributed in this country alone. You can't afford to miss this initial campaign with the book *Enemies*. Then there is the *Safety* booklet. Everyone should be able to dispose of at least 10 copies. The majority of the brethren will place many more than that. Why not push this booklet during the week and place over 300,000 copies? Then there is the matter of hours to have in mind. The pioneers will strive to put in 40 hours for this "VINDICATOR" period, auxiliaries 20 hours, and company publishers at least 10 hours. However, if you are not able to put in the 10 hours, don't let that stop you from being a publisher. The one thing every company organization should do during "VINDICATOR" period is to try to get all those associated with the company into the field with the message *Enemies*. Shall we have 30,000 publishers for the "VINDICATOR" testimony period? The answer to this question rests with every one who has ever been a publisher.

Service Committee

The service committee should see that the names of all interested persons are given to the publishers, so that they may make back calls during the "VINDICATOR" period and place with these people the book *Enemies* and *Safety*. Give them an opportunity to hear the new recordings. This back-call work can be done in addition to the regular door-to-door witnessing, and should be carried on particularly in the evenings. This will help increase your hours. Every service committee should have a meeting shortly to consider ways and means to make the "VINDICATOR" testimony period the best period they have ever arranged for in their territory. The company should eagerly co-operate in all the details the service committee brings forth as outlined in the *Informant*.

From now until December 4 talk "VINDICATOR" period, talk publishers, talk *Enemies*, *Safety*, records, and territory, and be ready to move without delay on December 4.

Echoes of Columbus

Thrilling Reproduction

How to Arrange for Back Calls

The new disc P-113, P-114 is beyond question the most thrilling and stirring recording yet produced for field service. Wait until you hear it and see the enthusiasm it arouses for the Kingdom. You will never tire of hearing it a thousand times as you run it for your family, friends, neighbors, and all the people you meet in the house-to-house service.

Description in words of this recording can hardly do justice to it. P-113 opens with the actual reproduction of the Sunday session of the convention at Columbus before an audience of 30,000 people. The "Safety" talk has just finished; then Brother Rutherford presents the Resolution saying, "This company of Christian people assembled at Columbus, Ohio, declare that we are wholly devoted to God and his kingdom under Christ." You clearly hear Brother Rutherford's voice echo powerfully through that great assembly hall as he gives word after word of the Resolution. Then he closes, bidding all those in favor of this resolution to rise and say Aye. A mighty shout of "Aye" responds, followed by a roar of hand-clapping for several seconds. Thus the climax of the greatest of conventions is reproduced and is now to be passed on to all the people of good will to the ends of the earth. A brief radio announcement follows, and the recording closes with the quartet song, "On the Rock of Ages Founded." The whole scene is just as it was at Columbus and broadcast over the nation-wide radio chain. It takes one right back to the convention, recalling the many thrills and loving provisions Jehovah had in store for his people there. Let us take this bit of the convention to every person of good will in the earth, that they also may shout "Aye" to this resolution and declare themselves for Jehovah and his kingdom.

"Enemies" Record

P-114 presents the brief talk on "Enemies". *Consolation* of October 20 carries the actual text of this speech. Brother Rutherford begins the recording, "The publishers now exhibit to the people the book entitled 'Enemies'." He further gives the purpose of this publication, what it contains, and reveals the necessity of getting this information now. A further quotation: "The publishers are not selling the book, but they do receive a small contribution for each book, which will be used for printing more books to aid the people. Persons who are too poor to contribute will receive the book free upon condition that they study it carefully." This whole recording is an excellent presentation for the book *Enemies* to the people and should prove a very effective instrument in the field service.

Both recordings P-113 and P-114 are on the same disc, and may be had for 70c, or six discs for $3.50. If your company has not ordered its

(*Continued on page 2, column 1*)

Five Hours of Field Service November 25

November 25 is a nation-wide holiday called "Thanksgiving Day". Almost all the people are at home on this day, which makes it a very good day for witnessing. The people are generally in a good frame of mind and receptive to the Kingdom message. Every company should organize field parties for this day and arrange to go out for five hours of Kingdom service. Can we have 30,000 field publishers out in the field on "Thanksgiving Day" and give the people something really to be thankful for—the prospect of living in God's righteous kingdom?

The Watchtower and *Consolation* Greatly Appreciated

These two magazines are a great aid to all of the anointed and persons of good will. In calling on people of good will, inquiry should always be made as to whether they are subscribers for *The Watchtower* and *Consolation*. If they are not, point out to them the importance of being on the regular mailing list. The prophecies unfolded through *The Watchtower* are of the greatest aid to a Christian, and are essential to those who stay in the fight.

Cities of 50,000 and Over

All companies having cities of 50,000 or more in their territory have been requested to prepare a map of each city, subdivided into territories as they have them at the present time, and forward them immediately to The Watch Tower, 117 Adams St., Brooklyn, N.Y. They are needed for the "special pioneer" service that the Society is now ready to inaugurate.

Back-Call Slips and Reports

Making back calls on persons who show definite interest in the Kingdom message is one of the important features of the work now to be carried on. In order to have this thoroughly organized the Society is printing a standard form of back-call slip. Each publisher should carry two or three of these slips with him in the field. When an interested party is found, the publisher will fill in one of these slips. Publishers should make their own back calls whenever possible. If a publisher is unable to make the back call himself, then he will fill in all the information called for and turn the slip over to the company for file. If the publisher makes his own back calls, then he will hold the slips until he is through, and then turn the slips over to the company for file. If in succeeding back calls you find the party is absolutely disinterested, then the Back Call slip should be destroyed.

The company should so arrange its files of Back Call slips that they can be handed out every time the territory is assigned, so that these persons can be given special attention. These slips can be had at 40c per thousand. Pioneers may have them free. Sample is sent with this *Informant*.

Reporting Back Calls

At the bottom of your report card, all companies, auxiliaries and pioneers should report the number of back calls actually made during the month. Brethren making back calls should make out a Publisher's Field Service Report for each back call, and turn these in, and the company servants should keep a record of the total number of back calls made. The *Informant* will carry a regular report on the total number of back calls made, so that we can see the progress of this work from month to month. A back call will be considered a special visit made on an interested party, with the phonograph, and reported as such. When persons begin to attend studies, back calls will no longer be necessary.

(*Continued from page 1 column 1*)

supply as yet, it would better do so at once, using the special order blank. These discs are now ready for shipment, and every phonograph in the land should be equipped with such a disc as soon as possible. These discs may be used in the field service as soon as you receive them.

Back Calls

It is suggested that these new discs be used in the following manner: In your house-to-house phonograph service, run the lecture on "Enemies" (P-114) first, and place the book with the party. Then present the special treat P-113. After this has been run, tell them they should hear the entire talk by Judge Rutherford on "Safety" and that you will be pleased to call again at some convenient time and let them hear this thrilling speech. P-113 should induce more back calls with the series than any method previously at our disposal. This recording can also be used to arrange the other series on back call, such as "Worshiping God", "Exposed," and "Religion and Christianity". The method introduced in the *Model Study* booklet should also be applied to these new series of "Safety" and "Worshiping God" when serving the people on back calls. P-113 arouses Kingdom enthusiasm and whets their appetites for more of this life-giving food. By the Lord's grace, let us give this good news to the people of good will for their protection.

This new disc, P-113, P-114, may also be used for the sound-car programs. Announcements are being prepared for this new disc and will be sent to the sound-car operators shortly.

Are You a Regular Publisher?

Are You Going to Be One of the 30,000?

The Scriptures tell of a great voice of a great multitude giving praise to Jehovah, the Most High. (Rev. 19) That day of Jehovah's praise is here, and the "strange work" must now be done. During the past year there were more than 30,000 individual publishers associated in the field service in this country; yet for the year we averaged only 21,689 each month, or an increase of only 96 over the previous year. The largest number of brethren ever in the field during one month was 27,004. Why cannot we all get together every month as companions, both the remnant and all the Jonadabs, and be regular publishers unitedly lifting our voices of praise to the Most High? This is the least we can do to show our appreciation for the great loving-kindness and abundant provisions of our heavenly Father. We should have an average of 30,000 brethren in the field each month as our share in this 'great voice of a great multitude' praising the Lord.

One cannot pass his Kingdom responsibilities on to another or blame someone else for one's not having gone into the service. Each one must bear his own share, Jonadabs as well as those of the remnant. Therefore be not idle or wait to be asked to go into the service, but take the initiative and carry on the service in harmony with the organization instructions given. We are now on test before the Lord as to our integrity, faithfulness, and diligence in caring for the Kingdom interests placed in our hands.

Let us all put our hand to the plow and move steadily forward. Below are the numbers of publishers in the field last October, November, and December. Can we not average 30,000 publishers for each of these three months this year? Are you going to do your share?

Oct. 1936	23,761 pub'rs	Oct. 1937 ?
Nov. 1936	22,139 pub'rs	Nov. 1937 ?
Dec. 1936	21,166 pub'rs	Dec. 1937 ?

Company Territory

There are many companies writing in to this office for pioneer assistance to aid them in effectively covering their territory and also to help them build up their good-will interest. As soon as possible, pioneers will be sent to these various companies to aid them. However, this does not mean that the company should expect to shoulder its local responsibilities upon pioneers and thus take it easy themselves. The primary responsibility for local territory rests with the company publishers, and they should serve their areas and build up the interest therein to the best of their ability. If there are other companies desiring to have pioneers assist them for a period of time each year, let this office know at once. Pioneers desiring to work in company territories during the winter should write to this office for a list of these companies requesting assistance; and after a choice is made, let us know, so that we can give you a definite assignment to work with the company. Since the convention brethren everywhere are realizing the necessity for keener company organization and the need for more efficient field service to aid the people of good will. The field is now ripe for a large increase. More full-time publishers are required to meet the territory demands. If you are interested in the pioneer or auxiliary service, write the Brooklyn office for complete information.

Service Items

Every month the Society receives hundreds of letters from people who have heard about the Kingdom and request further information. Some write and ask that one of Jehovah's witnesses visit them; others want to know how they can become a witness for Jehovah; and many wish to have one of Jehovah's people call on their friend in another city who is interested. Many times letters come requesting to be put in touch with the local brethren to care for their funerals. A large number write in for literature, and the radio broadcasts bring in many responses. All these names, addresses, and information are gathered together and passed on to the various companies and pioneers throughout the land for back-calling. This month there are being mailed to the brethren over 3,000 of these good-will contacts. When you receive these notices arrange to have competent brethren visit these people with the phonograph and the latest literature. One sister writes: "Enclosed find a subscription for *Consolation* for Mrs. P. Mrs. P. is very much interested. This was a radio back call. She had nearly all the books, and gave me an order for six books she did not have, also for an Italian Bible. I played the phonograph, and she enjoyed the records so much she called her neighbor up to hear them, too. I am sure Mrs. P. is a person of good will: she told me she always prays for Brother Rutherford and asks the dear Lord to continue to use him."

Brethren having interesting experiences in any part of the field service are encouraged to write a brief letter to this office, setting forth this information. We shall be pleased to publish these experiences in the *Informant* from time to time for the benefit of all the brethren.

New Records in Arabic, Italian, Polish, and Spanish

The series of records on "Exposed" and "Religion and Christianity" are now ready in Arabic, Italian, and Spanish, and we expect to have them in Polish within a few weeks. The cost of these is the same as of the English records; namely, the entire set of 18 discs for $10.50. If in your territory there are people speaking one of these languages you should get one or more of these sets. As a rule, people speaking a foreign language are attentive listeners to the K i n g d o m message in their own tongue, and special effort should be made to reach these people. The numbers and symbols for these records are as follows:

PA-61-A to PA-96-R (18 discs), "Exposed" and "Religion and Christianity" in Arabic;

PI-61-A to PI-96-R (18 discs), "Exposed" and "Religion and Christianity" in Italian;

PP-61-A to PP-96-R (18 discs), "Exposed" and "Religion and Christianity" in Polish;

PS-61-A to PS-96-R (18 discs), "Exposed" and "Religion and Christianity" in Spanish.

Year Book in Bohemian and Hungarian

Recently the *Year Book* has been translated and published in the Bohemian and Hungarian languages. The Society has on hand a small supply of these, which will be mailed anywhere at 50c a copy. If there are any Bohemian or Hungarian brethren in your company, please see that they are informed about this.

November's Field Activities

Booklets to Be Featured

As was suggested by Brother Rutherford at the convention, brethren should spend five hours a day when they are in the field. Much time is lost in going back and forth if for only an hour or two in the field. Now with the phonograph service it is very easy to spend five hours in the field and not feel very tired at the close of the service. Therefore, for the month of November all the companies should arrange for field parties on Tuesdays, Thursdays, Saturdays, and Sundays, spending five hours of service each time the party goes out. Seven booklets, consisting of three self-covered and four colored-cover booklets, should be offered in combination on a 25c contribution. Of course, always carry *Riches* and *Enemies* with you; and when you have the opportunity, place these with the people. If you have your new disc "Enemies", use it and present *Enemies* and the *Safety* booklet to the people. Use your phonographs in the house-to-house service, running the recording "Value of Knowledge", which presents the *Uncovered* and *Protection* booklets. After this recording is presented, offer the seven booklets.

New Signs

Now is the time to prepare for fall activity. Do not wait until after doing your fall work, but prepare NOW.

Among the equipment that can be used extensively during this fall and winter are the electric signs with their new and very attractive advertisements in sets of four. We have received hundreds of orders for these to date, but these signs should be sprinkled throughout the country by the thousands.

The Society has reduced the cost of these signs to the lowest possible figure:

1 sign complete with a set of 4 new advertisements $1.00

This rate will apply only until the present stock is exhausted; therefore put in your order now. We have had also a splendid response for the new advertisements. These may be obtained separately, as shown in the August *Informant:*

1 set of 4 advertisements 10c;
3 sets of 4 advertisements 25c;
10 sets of 4 advertisements 60c;
More than 10 sets to one address, 6c per set.

As far as possible these orders for signs and advertisements should be sent in through the company servant, so that all may be shipped together.

Keep Literature Presentable

Correspondence has come to hand that some brethren carry into the field literature that is far from presentable; it is dirty and dog-eared. People do not wish to accept such literature, and it creates the impression in the mind of the average person that the message such literature would contain would only be on a par with the appearance of the book or booklet.

The Kingdom message is a most sacred and precious treasure entrusted to Jehovah's witnesses and their companions by Jehovah to be taken to the people. It should be handled with proper consideration and respect, and literature that is not presentable should never be returned to stock or accepted by the stockkeeper. Brethren who take out literature and permit it to become soiled should contribute for it rather than try to return it to stock or exchange it for other literature.

INFORMANT

DECEMBER, 1937 BROOKLYN, N. Y.

"Vindicator" Testimony Period, Dec. 4-12

"Enemies" to Have World-wide Distribution

Will It Be 30,000 Publishers?

All Territory New Territory!

All preparations should now be complete for the greatest concerted effort ever put forth by the Lord's people to give a witness to His name. With a new book, a new booklet, and a wonderful method of introducing these in a new record, all should be on their toes, ready to co-operate to the fullest extent with Jehovah's Vindicator, Christ Jesus, in 'rising up against her in battle'. Everyone who has ever had a share in the field service should already have made individual preparations to devote as much time as possible during this special period. Those of good will who heretofore have not enjoyed this rare privilege should be encouraged by the regular publishers to join in the battle with them. If all in the company organizations, as well as those in the pioneer and auxiliary ranks, put forth their best endeavors, there should be nothing to interfere with our reaching the quota of 30,000 publishers. Each company should reach its peak in number of publishers during this period.

The new book *Enemies* will be featured, along with the new booklet *Safety*, these being offered together, on a contribution of 25c. A testimony card is being provided, and, better still, the new record P-114 has been prepared by Brother Rutherford as an introduction. The record "Riches" has proved to be a wonderful help in placing *Riches;* and the publishers will find this new record P-114 a Godsend.

Those who have not received their supply of the new literature may present *Riches* and *Armageddon*, on a 25c contribution, for this period only, using the record introducing *Riches*.

During the period, every company publisher should assume the responsibility of placing at least five of the book *Enemies* and ten *Safety* booklets, endeavoring to spend at least ten hours in the field. Arrange to spend time during the evenings in back calls, and, of course, all day of both Saturdays and Sundays.

Be sure your phonograph is in good working order, that you have plenty of needles, and that your machine is all set for a week's strenuous use.

The book *Enemies*, for the first time, will have a world-wide distribution. Consignments have been made to every English-speaking nation. Not only will the brethren in the United States be exposing the enemies of the people, but our brethren the world round will be doing the same work during the "VINDICATOR" period. Over half a million copies of *Enemies* have been shipped out, and the brethren at Bethel have been working extra time at night in order to fill the orders. Supplies at the depots have already been exhausted. We feel sure that shipments to branches will be cleaned out during the first world-wide campaign with this book. It is a message the people must have, and the Lord's anointed and their companions are now ready to take it to them. The factory is trying to replenish the stock to branches and depots, and it is hoped that in two months more the demand for *Enemies* will have been so great that over 1,000,000 copies will have left 117 Adams Street for your witnessing work.

All the territory in the world is new. It has never been covered with this book *Enemies*. If people say "I have the book", you, of course, will know they do not. Set out its importance and the reasons why they should have it. This is so splendidly done in the record P-114. Let's make the "VINDICATOR" testimony period a banner period for winter witnessing. Will there be 30,000 publishers in the field? If you can only put in an hour, put in that one hour at least and share in the vindication of Jehovah's name.

Use Your Sound Equipment

Keep Phonographs Busy in Back Calls

Make Saturday and Sunday Your Big Days

Information comes to the Society that some of the sound equipment held by various companies throughout the country is not used to the extent it should be. Some companies having sound car equipment use it only one or two hours a week. Others having portable transcription machines use them only once or twice a month. Others have phonographs that are taken out in the field service only a few hours on Sunday.

Why not keep this equipment busy? Service committees should have regular schedules arranged for their sound cars. Portable transcription machines can be used outdoors as well as indoors, and many companies are using theirs to good advantage in this manner. The most effective instrument the Lord's people have to arouse interest is the phonograph, and every effort should be made to keep all phonographs busy, those owned by the company as well as those owned by individuals. A schedule should be made so that phonographs belonging to the company are assigned to publishers to take out in the field on Tuesdays, Thursdays, Saturdays and Sundays, making these four days definite witness days. Phonographs may be assigned for other days also where publishers can go out. Additionally, these should be used in back-call work in the evenings. In many instances they can be loaned with a set of records to interested persons for a few days or even a whole week. The point is to keep busy the equipment which the Lord has furnished his people. These machines were made to talk; so let's keep them talking.

Most publishers get into the field on Saturdays and Sundays. That is the time to arrange back calls for different evenings during the week. Companies that are making back calls are finding that newly interested ones soon show up in their meetings. These newly interested ones in a short while become new publishers, and thus the work in your territory increases. It is indeed encouraging to see how many of the large companies in the country, as well as small ones, are now increasing in number of publishers in the field. This in turn means more hours, more literature placed, and a greater witness for the Kingdom; but these results will not be accomplished unless interest found in witnessing is followed up with back calls.

The New "Special Pioneer" Work

Should Be Real Help to Company Organization

Co-operation Very Necessary

The majority of the special pioneers have been assigned to their territory and are getting to these assignments as rapidly as they can. A special assignment of territory has been made for them within the territory of the companies to which they are being sent.

These pioneers are to function independently as far as working their territory, being generally responsible for the witness therein given, and making reports. However, it is impossible for the special pioneers to hire halls and to conduct all the back-call meetings and generally take care of the people of good will. Therefore the company is expected to co-operate with them by providing the necessary halls and supplying such study chairmen and brethren with phonographs to assist in making back calls as may be required. The company should also provide proper advertising material to call attention to Model Study series that should be arranged for in or immediately adjacent to the special pioneer territory. If the special pioneers are invited, and can, without unduly interfering with their own work, co-operate in company service meetings, it will be all right to do so. However, the pioneers should feel in no wise obligated to do this, and the company should not depend upon them to carry on company activity that would in any wise interfere with their pioneer service. Their first obligation is to see that a proper witness is given in the territory assigned to them and maintain their hours in the field. Their main work is to carry the Kingdom message to the people by means of the sound machine in the regular house-to-house witnessing and make such back calls as they are able to take care of. They should be examples to company publishers, showing these how this work can and should be carried on. The company publishers should follow a similar method of witnessing.

Each company publisher who can do so should have a phonograph and records and carry on the work in the same manner as the special pioneers. The phonograph is definitely a part of the equipment of each publisher. Phonographs should be used extensively in the regular house-to-

(Continued on page 2, column 4)

More Pioneers Needed in the Field

Plenty of Pioneer Territory Write for Details

Since the Columbus convention, many of the pioneers, enrolled in "special pioneer" service, have been given special assignments by the Society, which leaves open for assignment the territory formerly held by them. In addition to this available territory, many companies have written in asking for pioneers to be assigned to their territory to properly care for the good-will interest and instruct them in the use of the phonograph and how to arrange for and carry on the series of meetings with the phonograph records.

This means that in order to properly care for the Kingdom interests in the United States, it is necessary for many more publishers to enroll as pioneers and auxiliaries.

Doubtless many of you are already putting in more than the quota of 15 hours per month, and even 50 hours or more. Many others have no secular work or family ties and could easily meet the requirements of the auxiliary or pioneer service. Brethren enrolled in these branches of the service are considered as the special representatives of the Society, and the privileges in this service are great.

It is not necessary for those enrolling as pioneers and auxiliaries to leave their home territory; they can continue to associate with the company, helping to cover that territory. Pioneers are expected to engage in the work at least 110 hours per month, and auxiliaries 50 hours per month.

Why not write to the Society for complete information?

Since the Columbus convention, have YOU been able to arrange your affairs so as to be a pioneer or an auxiliary? A good many have.

Echoes of Columbus

A Few of Many Companies Putting in Time

That the brethren returned home from the Columbus convention with the zeal peculiar to the Lord's house and went at the matter of witnessing with real determination is manifest from reports of a few companies picked at random which are set out below. The October report is not complete. We cannot state now whether or not a total of 30,000 publishers has been reached for the month, but the point here made is that reports from companies in the North, in the South, East and West show that 15 hours can be put in, and that this is an average, not an exception. In large and small companies ranging from 31 publishers to 950 publishers, the average hours per publisher is over 15. In fact, 2,782 publishers, in 17 cities, averaged 16.2 hours for the month of October. Many other cities would likewise show an average of 15 hours, but we can't list all of them here. Please make special note than an average of 15 hours can be maintained whether the companies be large or small.

The convention at Columbus started something in many companies. We hope that the reports for October will show that it started something in every company. We are anxious to see whether the quota of 30,000 publishers for October was reached, but whether it was or wasn't we are still aiming at 30,000 and 15 hours average.

	Publishers	Hours	Literature	Hrs. per Publ'r
Birmingham, Ala.	54	891	1,145	16.5
Oakland, Calif.	151	2,574	7,335	17.
Pueblo, Colo.	31	542	960	17.5
Washington, D. C. (combined)	189	3,691	5,647	20.
Atlanta, Ga.	59	971	1,441	16.5
Louisville, Ky.	72	1,087	2,932	15.1
Baltimore, Md.	93	1,501	3,040	16.
Boston, Mass. (combined)	292	4,404	10,397	15.1
Minneapolis-St. Paul, Minn.	199	3,184	6,767	16.
Kansas City, Mo.	133	1,993	3,517	15.
New York, N. Y. (combined)	950	15,017	39,487	15.8
Charlotte, N. C.	43	812	927	19.
Toledo, Ohio	111	2,084	3,035	18.8
Tulsa, Okla.	83	1,481	1,931	17.8
Philadelphia, Pa.	125	1,911	4,970	15.3
Dallas, Tex.	45	753	1,905	16.7
Milwaukee, Wis.	162	2,255	5,429	15.
	2,782	45,151	100,865	16.2

Back Calls

Brethren have been asked to take names and addresses of those interested, so that back calls can be made. The advisable thing is for each publisher to make his own back calls. Some brethren have turned in names and addresses where there really was no interest, thus causing other publishers who make the back calls to lose valuable time. If a publisher finds a party who is really interested and he cannot make the back call himself, then he should find out what time is convenient for a back call and note this on the Back Call slip, telling the party that someone else will call. Then the slip should be turned over to the company, so that someone can be assigned to make the call. If back-call work is handled in this manner, time will not be wasted. The Lord's work should be carried on in an efficient and orderly manner. It is our chief business because it is the King's business; and our time must be conserved, so that the most good can be accomplished. Don't have brethren go on wild-goose chases merely because you want to turn in Back Call slips.

When company servants and service committees receive these Back Call slips, they should not file them away and give them no attention, but arrange for the back-call service and see that the persons are called on. The slips that the Society sends out from time to time should be used immediately. It has been reported that some companies have received these slips and filed them away for months before any attention was given to them. This is neglecting the Kingdom interests. Back calls should be stressed in every service meeting, and at every regular meeting of the company these Back Call slips should be handed out to those who desire to make the calls, so that they don't "get cold".

Always use the phonograph on a back call. Take a Bible with you, and show the people how to use it. Let them look up the scriptures in your discussion. Show them how to study the books and how to look up the scriptures as they go along. If you loan the phonograph, show them how to run it, how to put on records, etc. It has been found that an hour to an hour and a half is sufficiently long for a back call. It is better to leave the people wishing you would stay longer and make another call than to stay too long and have them wish you would leave soon. You can't in one evening tell the people everything that the Lord has taught us; so there is no use trying to do it. Arouse their interest and show them how to study. Their careful study of the books will bring them the truth.

Pioneers! Your Change of Address

Lately some pioneers and auxiliaries have not been as careful as they might be in making out their "CHANGE OF ADDRESS" slips. This has caused much additional work at this office and has resulted in the brethren's failing to receive their mail as promptly as they should. To remedy this, all pioneers are requested to faithfully carry out the following instructions:

1. ALWAYS use the regular "Change of Address" slips. These slips are NOT to be used by or given to anyone else.

2. Send in the notice of your change of address PROMPTLY, at least one week in advance of change if you are located in the eastern states; if in the western states, two weeks' advance notice is to be given.

3. Fill out and check each slip to see that ALL the information called for is given. Give the COMPLETE ADDRESS to which you are moving; especially see that the name of the town is spelled out correctly. Write AS PLAINLY as you can, and do not abbreviate the names of towns or streets. If in the party there are two or more wishing to have their address changed, please send in a slip for EACH member of the party.

4. Please see that your name and proper address are placed at the top right-hand corner of each letter.

Phonograph Testimony Card

Enclosed with *Informant* is a sample testimony card to introduce the phonograph. If more cards are required, order just the quantity required for phonograph users, as a limited supply has been printed.

After December 12, What?

Enemies and 7 Booklets on 50c Contribution

After the "VINDICATOR" testimony period is over, let all publishers offer *Enemies* and seven booklets, on a contribution of 50c. Three of the booklets should be self-covered, including the booklet *Safety*, and the other four may be selected from any of the colored-cover booklets. Carry a good assortment with you, at least 25 different ones, so that if the people have some of our booklets they may select others.

Every publisher who has a phonograph should carry it in the field with him. Now that we have a new record, P-114, which is such a splendid testimony for the book *Enemies*, we should use it in as many homes as possible. While the record is being run it is well to have the book *Enemies* in sight so that the people will readily connect the record with the book. At the conclusion of the record, present *Enemies* and seven booklets, on a contribution of 50c.

Where people will not let you use the phonograph, ask them to read the new testimony card. This card mentions only the *Enemies* book, on a contribution of a quarter. However, you can say (after they read the card), "At this time the Watch Tower is making a special offer of these seven booklets with this new book, on a contribution of 50c." If they will not take the entire combination, then offer *Enemies*, on a contribution of 25c.

16-Inch Discs on "Safety" and "Worshiping God"

There have been a few requests for the lectures "Safety" and "Worshiping God" on large discs for sound-car work and transcription machines. There are ready for shipment four double-faced discs which contain both lectures, "Safety" and "Worshiping God", to be run on 33⅓ r.p.m. machines. This will save the handling of so many 12-inch discs. Also at your public meetings it will be of some advantage. Either set, "Safety" or "Worshiping God", can be had at $3.50 a set, or both lectures for $7.00. When ordering, use the numbers J-186 to J-189 for the lecture "Safety", and J-190 to J-193 for "Worshiping God".

Stations Broadcasting Watch Tower Programs

There are still some stations in the country that are broadcasting Watch Tower programs, and there may be a few more after the companies throughout the country make the special call on radio stations. As the list now stands it is as follows:

New York	N. Y.	WBBR	1300
Richmond	Va.	WRNL	880
Pittsburgh	Pa.	KQV	1380
Pittsburgh	Pa.	WWSW	1500
Cleveland	Ohio	WHK	1390
Columbus	Ohio	WBNS	1430
Columbus	Ohio	WCOL	1210
Oakland	Calif.	KROW	930

If your present supply of radio folders lists these stations and the correct time of broadcast, use them until all are distributed.

Consolation and *Watchtower* Subscriptions Increasing

With new publishers coming into the field, and thousands of back calls being made weekly, the *Watchtower* subscription list as well as that of *Consolation* is increasing. This is as it should be. In making back calls brethren should not forget to mention *The Watchtower*, taking with them sample copies of *The Watchtower* and of *Consolation*. Do not try to force this on them in your first call, but bring it to their attention and talk it later, and as time goes on they will see the importance of being a regular subscriber. All company publishers should get *The Watchtower* and *Consolation* mailed to their own homes, so that they can have the information contained therein as soon as possible.

New Folders

Since the discontinuance of the radio folders there has been a real need for something to leave at the homes as we go from place to place. Enclosed with this *Informant* is a new folder prepared by the Society, which we hope will arouse much interest. There is a place on the folder to stamp your local address, and this you can do with your stamping sets. Sample of the folder is being sent out with this *Informant* so you can show it to the brethren and place your order. They are offered at the same rate as radio folders; namely, 40c a thousand to companies and auxiliaries. Pioneers may obtain them free.

"Exposed" and "Religion and Christianity" Now Available in Five Languages

Phonograph records P-61-A to P-96-R are now available in Arabic, Italian, Polish and Spanish at the same rates as the English: namely, the entire set of 18 discs for $10.50. (Sets will not be split up.) There are millions of people in the United States who speak one or another of these languages. Are you doing your part to see that they hear the Kingdom message? Usually foreign-speaking people are ready listeners to something in their own language, and we should not pass up an opportunity to let them hear.

The following foreign-language records are also available:

Italian

PI-1, 2 (Jehovah, Rebellion)
PI-7, 8 (Soul, The Dead)
PI-9, 10 (Purgatory, Resurrection)

Spanish

PS-1, 2 (Jehovah, Rebellion)
PS-3, 4 (Redemption, Life)
PS-5, 6 (Kingdom, Armageddon)
PS-7, 8 (Soul, The Dead)
PS-9, 10 (Purgatory, Resurrection)
PS-11, 12 (Whose Servant? Parts 1, 2)
PS-13, 14 (Holy, Truth)
PS-15, 16 (Trinity, Keys)
PS-17, 18 (Sanctification, Sheep and Goats)
PS-19, 20 (Suppressing Truth, Parts 1 and 2)
PS-97 to 100 (Armageddon Survivors, Cleansed World)
PS-101, 102 (Value of Knowledge, Riches)

Any of these may be had at 70c each, or six for $3.50.

(*Continued from page 1, column 4*)

house witnessing, to introduce the literature, for systematically covering the territory with the "Exposed" and other series of lectures, for making back calls, and for the conduct of Model Study meetings. Any territory that is not thus systematically covered is not receiving a proper witness; and the Lord's provision for the people in that area is not being made available to them unless Jehovah's witnesses faithfully carry out these features of the Kingdom work. Therefore the company should cooperate very closely with the special pioneers in the development of the Kingdom interests. Further details regarding this co-operation are contained in "Instructions to Special Pioneers", a copy of which is being sent to the company servant in each territory where special pioneers are sent.